



Catalogue of Diversification Opportunities 2022

New export possibilities for 233 economies
based on economic complexity analysis



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CONTENTS

Introduction	1
How to use this catalogue?	2
Basic statistics	2
Potential new sectors for diversification (All products)	3
<i>Sectors with higher export opportunities (percentage of export opportunities)</i>	<i>3</i>
<i>Top markets for potential new products (percentage of export opportunities)</i>	<i>3</i>
Potential new sectors for diversification (Agri-business products)	3
<i>Sectors with higher export opportunities (percentage of export opportunities in agri-business)</i>	<i>3</i>
<i>Top markets for potential new agri-business products (percentage of export opportunities)</i>	<i>4</i>
Potential new products for diversification	4
<i>Potential new products with higher export opportunity and top 3 growing markets</i>	<i>4</i>
<i>Potential new agri-business products with higher export opportunity and top 3 growing markets</i>	<i>4</i>
Afghanistan	5
Albania	17
Algeria	29
American Samoa.....	41
Andorra	54
Angola	67
Anguilla	80
Antarctica	92
Antigua and Barbuda	103
Argentina.....	116
Armenia.....	128
Aruba.....	141
Australia	153
Austria	163
Azerbaijan	171
Bahamas	184
Bahrain.....	196
Bangladesh	209

Catalogue of Diversification Opportunities 2022

Barbados.....	221
Belarus.....	233
Belgium.....	245
Belize.....	253
Benin.....	266
Bermuda.....	278
Bhutan.....	290
Bolivia (Plurinational State of).....	302
Bonaire.....	314
Bosnia Herzegovina.....	325
Botswana.....	337
Bouvet Island.....	350
Br. Indian Ocean Terr.....	360
Br. Virgin Isds.....	372
Brazil.....	385
Brunei Darussalam.....	396
Bulgaria.....	408
Burkina Faso.....	417
Burundi.....	430
Cabo Verde.....	442
Cambodia.....	454
Cameroon.....	467
Canada.....	480
Cayman Isds.....	489
Central African Rep.....	501
Chad.....	513
Chile.....	525
China.....	536
China, Hong Kong SAR.....	544
China, Macao SAR.....	555
Christmas Isds.....	568
Cocos Isds.....	580
Colombia.....	592
Comoros.....	605

Catalogue of Diversification Opportunities 2022

Congo.....	616
Cook Isds	629
Costa Rica.....	641
Croatia.....	653
Cuba.....	663
Curaçao	676
Cyprus.....	689
Czechia	701
Côte d'Ivoire.....	709
Dem. People's Rep. of Korea.....	721
Dem. Rep. of the Congo	734
Denmark.....	747
Djibouti	755
Dominica	767
Dominican Rep.....	779
Ecuador.....	792
Egypt.....	805
El Salvador.....	817
Equatorial Guinea	829
Eritrea.....	841
Estonia	852
Eswatini.....	862
Ethiopia	875
FS Micronesia	888
Faeroe Isds	900
Falkland Isds (Malvinas)	912
Fiji.....	922
Finland	935
Fr. South Antarctic Terr.	944
France	956
French Polynesia	963
Gabon	975
Gambia.....	988
Georgia	1000

Catalogue of Diversification Opportunities 2022

Germany	1013
Ghana	1021
Gibraltar	1034
Greece	1046
Greenland	1054
Grenada	1066
Guam	1078
Guatemala.....	1090
Guinea.....	1103
Guinea-Bissau.....	1116
Guyana.....	1128
Haiti	1140
Heard Island and McDonald Islands	1153
Holy See (Vatican City State).....	1163
Honduras.....	1175
Hungary.....	1188
Iceland.....	1196
India	1208
Indonesia.....	1217
Iran	1228
Iraq	1240
Ireland	1252
Israel	1260
Italy.....	1271
Jamaica.....	1278
Japan	1291
Jordan	1300
Kazakhstan	1313
Kenya	1325
Kiribati	1338
Kuwait	1350
Kyrgyzstan	1362
Lao People's Dem. Rep.	1374
Latvia.....	1387

Catalogue of Diversification Opportunities 2022

Lebanon	1397
Lesotho	1408
Liberia	1421
Libya.....	1434
Lithuania.....	1446
Luxembourg	1455
Madagascar	1466
Malawi	1478
Malaysia	1490
Maldives	1501
Mali.....	1513
Malta	1525
Marshall Isds	1537
Mauritania	1549
Mauritius.....	1561
Mexico.....	1574
Mongolia.....	1585
Montenegro	1598
Montserrat	1611
Morocco	1623
Mozambique.....	1635
Myanmar	1648
N. Mariana Isds	1661
Namibia	1671
Nauru	1683
Nepal.....	1695
Netherlands.....	1708
New Caledonia.....	1715
New Zealand	1728
Nicaragua.....	1739
Niger.....	1752
Nigeria.....	1764
Niue.....	1777
Norfolk Isds	1788

Catalogue of Diversification Opportunities 2022

North Macedonia	1799
Norway	1812
Oman	1824
Pakistan	1837
Palau	1849
Panama	1861
Papua New Guinea	1873
Paraguay	1885
Peru	1898
Philippines	1910
Pitcairn	1922
Poland	1934
Portugal	1942
Qatar	1951
Rep. of Korea	1964
Rep. of Moldova	1974
Romania	1987
Russian Federation	1996
Rwanda	2005
Saint Barthélemy	2018
Saint Helena	2030
Saint Kitts and Nevis	2042
Saint Lucia	2054
Saint Maarten	2066
Saint Pierre and Miquelon	2078
Saint Vincent and the Grenadines	2089
Samoa	2101
San Marino	2114
Sao Tome and Principe	2127
Saudi Arabia	2139
Senegal	2151
Serbia	2164
Seychelles	2175
Sierra Leone	2187

Catalogue of Diversification Opportunities 2022

Singapore.....	2200
Slovakia.....	2211
Slovenia	2220
Solomon Isds	2230
Somalia	2242
South Africa.....	2254
South Georgia and the South Sandwich Islands.....	2263
South Sudan	2273
Spain	2285
Sri Lanka.....	2292
State of Palestine	2305
Sudan.....	2318
Suriname.....	2331
Sweden	2343
Switzerland.....	2352
Syria.....	2362
Tajikistan	2375
Thailand	2388
Timor-Leste	2398
Togo.....	2410
Tokelau	2423
Tonga.....	2436
Trinidad and Tobago.....	2448
Tunisia.....	2460
Türkiye	2468
Turkmenistan	2482
Turks and Caicos Isds.....	2494
Tuvalu	2506
USA.....	2517
Uganda.....	2523
Ukraine.....	2536
United Arab Emirates	2548
United Kingdom.....	2558
United Rep. of Tanzania	2565

Catalogue of Diversification Opportunities 2022

United States Minor Outlying Islands	2578
Uruguay.....	2590
Uzbekistan	2602
Vanuatu.....	2615
Venezuela	2626
Viet Nam	2639
Wallis and Futuna Isds.....	2650
Western Sahara	2662
Yemen	2673
Zambia	2686
Zimbabwe.....	2698
Annex: Data and methodology.....	2710
References.....	2712

Introduction

This catalogue presents potential new products for diversification for 233 economies based on the analysis of their economic complexity and position in the product space. Its objective is to inform governments, private sector and other stakeholders of the national innovation systems on possible directions for technological transformation of these economies.

Technological transformation happens through the establishment of a production that is new to the country (product innovation resulting in economic diversification) or the modification in the way that a product is produced (process innovation) to increase productivity and reduce costs. Both forms of innovation also trigger changes in income, consumption, employment and output, which result in structural economic change.

Technological transformation drives structural transformation when process and product innovation results in a change in the structure of the economy in which employment and output move from low productivity sectors to existing or new sectors that are more productive (associated with higher levels of technology). Innovation is the combination of existing technologies in new configurations or economic activities. This combination usually requires the exchange of knowledge among firms, research centres, universities, governments, consumers, which are the main actors of the national innovation systems. Firms (and their entrepreneurs) have the key role of taking the risk to innovate (bringing a new good or service to the market). The decision to innovate depends on many factors, not only the availability and access to technology. Path dependency is a characteristic of innovation, given that it requires a combination of existing technologies. Larger “jumps” in innovation, in which some of the technologies combined are not available in the economy and have to be learned or transferred from abroad, require more support from Governments to facilitate innovation. Incentives for innovation are affected by the global demand for new or improved products.

Product innovation (or imitation) is critical for structural transformation, by diversifying the economy adding more productive sectors. Considering that each product requires specific capital- and labour-embodied technologies to be produced, the more diversified an economy, the higher its technological level. The information about the level of diversification and how common is the exports of the country can be used to compute indices that serve as a proxy of the level of technologies in the economy (or productive capacities) or the so-called economic complexity (Hidalgo and Hausmann, 2009; Tacchella et al., 2012). Indices are also used to estimate the level of technology that goes into the production of each product. More complex products are considered to require higher levels of technology. Development is associated with diversification towards products that have above average complexity in the country (Freire, 2017).

Development policies should be designed to facilitate that process. Their implementation involves the selective promotion of new economic activities through targeted industrial policies. That requires the identification of the appropriate sectors and products to target based on the productive structure of the country and changes in global demand.

How to use this catalogue?

The catalogue presents information on four main areas:

- Basic statistics regarding diversification
- Potential new sectors for diversification considering all products, and the markets that offer growing export opportunities
- Potential new sectors for diversification considering only agri-business products, and the markets that offer growing export opportunities
- Examples of potential new products with higher export opportunities

Basic statistics

A brief explanation of the information presented in the table follows below:

Country A

Current diversification (number of products)		Potential new products more complex (percentage) ($100*b/a$)	
<p>Shows the number of products exported by the country A. This is based on trade classification HS 6-digit and further disaggregated by unity price range. In this case, country A exported 2,237 products (categories) in 2019.</p> <p>See Annex for technical details.</p>	2,237	<p>Shows the percentage of potential new products that are also more complex than the average product exported by country A.</p> <p>If this percentage is higher than 50%, this suggests that when considering existing productive capacities of the country, entrepreneurs would more likely innovate towards products that are more complex than the average product complexity of the country. This is an encouraging result because countries develop by diversifying towards more complex products.</p> <p>This measure considers only the supply (technological) capacity of the economy. The measure below considers the demand in global markets.</p>	74
Potential new products (a)		Export opportunity in more complex products (percentage)	
<p>Shows the number of potential new products that country A could export with high probability – i.e. eight in every ten countries that export the products exported by A also export these potential new products not yet exported by country A. There are 3,848 such potential new products in the case of country A.</p>	3,848	<p>Shows the percentage of potential export opportunities, in terms growing markets, of new products that are more complex, in total export opportunities.</p> <p>If this percentage is higher than 50%, this suggests that when considering both existing productive capacities of the country and global demand for products, entrepreneurs would more likely innovate towards products that are more complex than the average product complexity of the country.</p>	49

		<i>In this case shown here, the value is 49%, thus it is more likely that entrepreneurs would diversify towards products with lower complexity than the country's average, which is problematic because it does not promote the increase of technological capacity of the country.</i>	
Potential new products more complex than the country's average (b)		Import replacement opportunity in more complex products (percentage)	
<i>Shows the number of potential new products that country A could export with high probability and that are more complex than the average product exported by country A.</i>	2,833	<i>Shows the percentage of potential import replacement opportunities of new products that are more complex, in total import replacement opportunities.</i> <i>When this percentage is lower than 50%, and in the case of this example (28%), this suggests that it is less likely that entrepreneurs would innovate towards more complex products when innovating by producing a new product aiming at import substitution.</i>	28

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
<i>This field shows the description of the sector (HS 2-digit level)</i>	<i>This field shows the percentage of export opportunity.</i> <i>The higher this number, the more the opportunities for export of potential new products for diversification under this sector.</i>

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

This section shows the top markets of the potential new products for diversification that have complexity above the country's average. These are the markets in which the demand for the potential new products is increasing the most.

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
<i>This field shows the description of the agri-business sector (HS 2-digit level)</i>	<i>This field shows the percentage of export opportunity.</i> <i>The higher this number, the more the opportunities for export of potential new products for diversification under this sector.</i>

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

This section shows the top markets of the potential new agri-business products for diversification that have complexity above the country's average. These are the markets in which the demand for the potential new products is increasing the most.

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	
<i>This field shows the description of the sector (HS 2-digit level)</i>	<i>This field shows the HS code (6-digit level) followed by the description of the product and the unit price range that it is traded. The table shows the products with the highest export opportunity under the specific sector.</i>	<i>This fields show the 2-digit ISO codes of the top three markets of the product and how much each country increased its import of the product from 2018 to 2019.</i>			<i>This field shows the total export opportunity of the that product as a sum of increase of the imports of this product worldwide from 2018 to 2019.</i>

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	
<i>This field shows the description of the agri-business sector (HS 2-digit level)</i>	<i>This field shows the HS code (6-digit level) followed by the description of the product and the unit price range that it is traded. The table shows the products with the highest export opportunity under the specific sector.</i>	<i>This fields show the 2-digit ISO codes of the top three markets of the product and how much each country increased its import of the product from 2018 to 2019.</i>			<i>This field shows the total export opportunity of the that product as a sum of increase of the imports of this product worldwide from 2018 to 2019.</i>

Afghanistan

Basic statistics

Current diversification (number of products)	2,237	Potential new products more complex (percentage)	74
Potential new products	3,848	Export opportunity in more complex products (percentage)	49
Potential new products more complex than the country's average	2,833	Import replacement opportunity in more complex products (percentage)	28

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	18
Machinery & mech appliance etc	11
Plastics and articles thereof	7
Pharmaceutical products	6
Electrical, electronic equipment	6
Organic chemicals	5
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	3
Miscellaneous chemical products	2
Sum of others with smaller share	33

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

By countries

Country	Percent
China	24
USA	10
Germany	6
France	5
Italy	3
Japan	3
United Kingdom	3
Thailand	3
Netherlands	3
Others	22

By regions

Region	Percent
Asia	47
Western Europe	19
Northern America	12
Northern Europe	6
Southern Europe	6
Eastern 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	21
Beverages, spirits and vinegar	11
Animal, vegetable fats and oils, cleavage products, etc	10
Cereals	9
Cocoa and cocoa preparations	7
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	6

Catalogue of Diversification Opportunities 2022

Tobacco and manufactured tobacco substitutes	5
Cereal, flour, starch, milk preparations and products	4
Edible fruit, nuts, peel of citrus fruit, melons	4
Meat and edible meat offal	4
Meat, fish and seafood food preparations nes	4
Vegetable, fruit, nut, etc food preparations	3
Miscellaneous edible preparations	2
Sugars and sugar confectionery	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	13
Germany	11
United Kingdom	7
France	7
Netherlands	5
China	5
Russian Federation	5
Japan	3
Viet Nam	3
Others	24

By regions

Region	Percent
Asia	26
Western Europe	26
Northern America	15
Northern Europe	11
Eastern Europe	9
Southern Europe	4

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	
desc	description_prod2	#1	#2	#3	tt_exp_op
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylenes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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

Catalogue of Diversification Opportunities 2022

	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4

Catalogue of Diversification Opportunities 2022

	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible fruit, nuts, peel of citrus fruit, melons	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, \$4-7	CN 51.2	FR 29.7	AU 6.9	100.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
	(080110) Coconuts, fresh or dried, \$4-9	AU 33.9	EG 15.7	FR 3.5	56.4
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2

Catalogue of Diversification Opportunities 2022

	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(150990) Olive oil, fractions, refined, not chemically modified, \$0-2	IT 75.8	PT 68.9	US 33.8	242.1
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6

Catalogue of Diversification Opportunities 2022

Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180400) Cocoa butter, fat, oil, \$0-5	FR 214.7	DE 65.4	CH 28.3	423.2
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0

Catalogue of Diversification Opportunities 2022

	(190540) Rusks, toasted bread and similar toasted products, \$0-2	FR 26.2	IN 4.5	RO 2.7	56.5
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200710) Homogenised jams, jellies, etc, \$2-6	GB 10.6	RU 6.3	PT 3.3	49.7
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Catalogue of Diversification Opportunities 2022

	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Albania

Basic statistics

Current diversification (number of products)	4,444	Potential new products more complex (percentage)	79
Potential new products	3,747	Export opportunity in more complex products (percentage)	47
Potential new products more complex than the country's average	2,965	Import replacement opportunity in more complex products (percentage)	35

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	9
Electrical, electronic equipment	8
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	5
Articles of iron or steel	3
Pharmaceutical products	3
Vehicles other than railway, tramway	3
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	12
China	9
Germany	6
France	6
Thailand	4
Belgium	3
India	3
Canada	3
United Kingdom	3
Rep. of Korea	3
Italy	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	15
Eastern Europe	7
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
Meat and edible meat offal	18
Cereals	13
Edible fruit, nuts, peel of citrus fruit, melons	10

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	9
Residues, wastes of food industry, animal fodder	9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Vegetable, fruit, nut, etc food preparations	5
Animal,vegetable fats and oils, cleavage products, etc	5
Cereal, flour, starch, milk preparations and products	4
Beverages, spirits and vinegar	4
Tobacco and manufactured tobacco substitutes	4
Cocoa and cocoa preparations	2
Sugars and sugar confectionery	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	6

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

By countries

Country	Percent
China	17
USA	11
Germany	7
Rep. of Korea	5
France	4
United Kingdom	4
Viet Nam	3

By regions

Region	Percent
Asia	42
Western Europe	16
Northern America	13
Northern Europe	8
Eastern Europe	6
Southern Europe	5
Oceania	3

Netherlands	3	South America	3
Australia	3		
Italy	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	
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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

Catalogue of Diversification Opportunities 2022

	(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
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(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
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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

Catalogue of Diversification Opportunities 2022

	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(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
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6

Catalogue of Diversification Opportunities 2022

Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(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
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-0	TR 184.9	FR 123.2	BG 102.2	651.4
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Animal,vegetable fats and oils,	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4

Catalogue of Diversification Opportunities 2022

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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Cereal, starch, flour, 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

Catalogue of Diversification Opportunities 2022

	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2	FR 40.1	RU 32.6	LV 8.9	89.9
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(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

Catalogue of Diversification Opportunities 2022

	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(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, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Algeria

Basic statistics

Current diversification (number of products)	2,535	Potential new products more complex (percentage)	78
Potential new products	4,100	Export opportunity in more complex products (percentage)	54
Potential new products more complex than the country's average	3,189	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	7
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	6
Organic chemicals	6
Articles of iron or steel	4
Miscellaneous chemical products	3
Vehicles other than railway, tramway	3
Pharmaceutical products	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	13
China	7
France	6
Germany	5
Thailand	4
United Kingdom	4
Netherlands	3
Rep. of Korea	3
Italy	3
Japan	3
India	3
Belgium	3
Others	28

By regions

Region	Percent
Asia	37
Western Europe	21
Northern America	15
Southern Europe	7
Northern Europe	7
Eastern Europe	7
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	21
Edible fruit, nuts, peel of citrus fruit, melons	15
Cereals	14

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	10
Vegetable, fruit, nut, etc food preparations	7
Animal, vegetable fats and oils, cleavage products, etc	6
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations	5
Beverages, spirits and vinegar	2
Residues, wastes of food industry, animal fodder	2
Miscellaneous edible preparations	2
Milling products, malt, starches, inulin, wheat gluten	2
Edible vegetables and certain roots and tubers	1
Products of animal origin, nes	1
Sum of others with smaller share	6

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

By countries

Country	Percent
China	20
USA	9
United Kingdom	5
Germany	5
Netherlands	4
China, Hong Kong SAR	3
Japan	3

By regions

Region	Percent
Asia	45
Western Europe	16
Northern America	11
Northern Europe	8
Southern Europe	6
Eastern Europe	6
South America	3

Rep. of Korea	3
France	3
Viet Nam	3
Italy	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300510) Medical dressings etc. having an adhesive layer, \$14-51	DE 104.9	US 93	ES 46.2	462.3

Catalogue of Diversification Opportunities 2022

	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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

Catalogue of Diversification Opportunities 2022

	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(840820) Engines, diesel, for motor vehicles, \$0-771	US 242	GB 208.1	SK 149.8	776.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4

Catalogue of Diversification Opportunities 2022

	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020230) Bovine cuts boneless, frozen, \$3-8	CN 3223.8	KR 173.3	JP 158	4217.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6

Catalogue of Diversification Opportunities 2022

	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5

Catalogue of Diversification Opportunities 2022

	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110419) Cereals, rolled or flaked grains nes, \$0-0	IE 5.7	CY 4.9	FR 4.2	30.1
Animal, vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4

Catalogue of Diversification Opportunities 2022

	(151800) Processed animal, vegetable oils, industrial preps nes, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
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
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190410) Cereal foods obtained by swelling, roasting of cereal, \$5-10	AU 18.4	CN 8.3	IE 6.8	54.1
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0

Catalogue of Diversification Opportunities 2022

	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6

Catalogue of Diversification Opportunities 2022

	(230890) Vegetable wastes and residues for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
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American Samoa

Basic statistics

Current diversification (number of products)	941	Potential new products more complex (percentage)	69
Potential new products	3,815	Export opportunity in more complex products (percentage)	32
Potential new products more complex than the country's average	2,627	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
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Iron and steel	5
Articles of iron or steel	4
Pharmaceutical products	3
Miscellaneous chemical products	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
France	7
China	5
Germany	5
Netherlands	4
United Kingdom	4
Thailand	4
India	3
Rep. of Korea	3
Belgium	3
Italy	3
Japan	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	17
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	19

Catalogue of Diversification Opportunities 2022

Cereals	14
Edible fruit, nuts, peel of citrus fruit, melons	13
Vegetable, fruit, nut, etc food preparations	9
Cereal, flour, starch, milk preparations and products	8
Meat and edible meat offal	7
Animal, vegetable fats and oils, cleavage products, etc	6
Cocoa and cocoa preparations	5
Meat, fish and seafood food preparations nes	5
Sugars and sugar confectionery	4
Edible vegetables and certain roots and tubers	3
Miscellaneous edible preparations	2
Lac, gums, resins, vegetable saps and extracts nes	2
Milling products, malt, starches, inulin, wheat gluten	1
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	8
United Kingdom	8
Germany	6

By regions

Region	Percent
Asia	39
Western Europe	18
Northern Europe	12

Catalogue of Diversification Opportunities 2022

China	6	Eastern Europe	9
France	5	Northern America	9
Russian Federation	5	Southern Europe	5
Japan	4		
Viet Nam	4		
China, Hong Kong SAR	4		
Netherlands	4		
Philippines	3		
United Arab Emirates	3		
Others	29		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5

Catalogue of Diversification Opportunities 2022

	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5

Catalogue of Diversification Opportunities 2022

	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
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

Catalogue of Diversification Opportunities 2022

	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8

Catalogue of Diversification Opportunities 2022

	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Optical, photo, technical, medical, etc apparatus	(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
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6

Catalogue of Diversification Opportunities 2022

	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible vegetables and certain roots and tubers	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-0	IE 5.7	CY 4.9	FR 4.2	30.1
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5

Catalogue of Diversification Opportunities 2022

	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9

Catalogue of Diversification Opportunities 2022

Miscellaneous preparations	edible	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
		(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
		(210120) Tea and mate extracts, essences and concentrates, \$0-3	US 10.9	AT 5.8	PH 3.7	39.3

Andorra

Basic statistics

Current diversification (number of products)	1,827	Potential new products more complex (percentage)	78
Potential new products	4,383	Export opportunity in more complex products (percentage)	55
Potential new products more complex than the country's average	3,405	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
Machinery & mech appliance etc	12
Plastics and articles thereof	8
Electrical, electronic equipment	7
Pharmaceutical products	6
Iron and steel	6
Organic chemicals	6
Vehicles other than railway, tramway	5
Optical, photo, technical, medical, etc apparatus	5
Miscellaneous chemical products	3
Articles of iron or steel	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	13
China	8
Germany	7
France	6
United Kingdom	4
Italy	3
India	3
Netherlands	3
Japan	3
Rep. of Korea	3
Thailand	3
Others	27

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	15
Eastern Europe	7
Northern Europe	7
Southern Europe	7
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	15
Meat and edible meat offal	14

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	14
Vegetable, fruit, nut, etc food preparations	7
Beverages, spirits and vinegar	7
Cereal, flour, starch, milk preparations and products	6
Animal, vegetable fats and oils, cleavage products, etc	6
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	6
Meat, fish and seafood food preparations nes	5
Cocoa and cocoa preparations	5
Residues, wastes of food industry, animal fodder	3
Cereals	3
Miscellaneous edible preparations	3
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	6

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

By countries

Country	Percent
China	21
USA	9
Germany	8
United Kingdom	6

By regions

Region	Percent
Asia	44
Western Europe	17
Northern America	10
Northern Europe	10

Catalogue of Diversification Opportunities 2022

Russian Federation	5	Eastern Europe	8
China, Hong Kong SAR	4	Southern Europe	By co
Netherlands	3		
Japan	3		
France	3		
United Arab Emirates	3		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
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

Catalogue of Diversification Opportunities 2022

	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3

Catalogue of Diversification Opportunities 2022

	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(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
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(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
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6

Catalogue of Diversification Opportunities 2022

	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
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
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2

Catalogue of Diversification Opportunities 2022

	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
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
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6

Catalogue of Diversification Opportunities 2022

	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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

Catalogue of Diversification Opportunities 2022

	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(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

Angola

Basic statistics

Current diversification (number of products)	2,296	Potential new products more complex (percentage)	75
Potential new products	4,092	Export opportunity in more complex products (percentage)	44
Potential new products more complex than the country's average	3,069	Import replacement opportunity in more complex products (percentage)	39

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Pharmaceutical products	8
Plastics and articles thereof	8
Electrical, electronic equipment	7
Organic chemicals	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	12
China	8
Germany	7
France	6
Netherlands	4
Thailand	4
United Kingdom	4
Belgium	3
India	3
Japan	3
Rep. of Korea	3
Italy	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	14
Northern Europe	7
Eastern Europe	7
Southern Europe	7
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	15

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	15
Cereals	13
Beverages, spirits and vinegar	9
Meat and edible meat offal	7
Vegetable, fruit, nut, etc food preparations	7
Cereal, flour, starch, milk preparations and products	7
Animal,vegetable fats and oils, cleavage products, etc	5
Meat, fish and seafood food preparations nes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Cocoa and cocoa preparations	2
Sugars and sugar confectionery	2
Miscellaneous edible preparations	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	13
USA	10
Germany	8

By regions

Region	Percent
Asia	40
Western Europe	18
Northern America	11

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Northern Europe	10
Netherlands	4	Eastern Europe	8
Russian Federation	4	Southern Europe	5
Italy	3		
China, Hong Kong SAR	3		
France	3		
Viet Nam	3		
United Arab Emirates	3		
Others	26		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3

Catalogue of Diversification Opportunities 2022

	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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

Catalogue of Diversification Opportunities 2022

	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4

Catalogue of Diversification Opportunities 2022

	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(021020) Bovine meat salted, dried or smoked, \$6-22	ES 8.5	IT 4.2	GB 3.8	23.1

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
	(100610) Rice in the husk (paddy or rough), \$63-158	FI .1	BM 0	IN 0	0.1

Catalogue of Diversification Opportunities 2022

Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8

Catalogue of Diversification Opportunities 2022

	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cocoa and cocoa preparations	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
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
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2

Catalogue of Diversification Opportunities 2022

	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Anguilla

Basic statistics

Current diversification (number of products)	458	Potential new products more complex (percentage)	68
Potential new products	3,476	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	2,368	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	11
Plastics and articles thereof	10
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Iron and steel	4
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Inorganic chemicals, precious metal compound, isotopes	2
Miscellaneous chemical products	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
France	7
China	6
Germany	5
Thailand	4
United Kingdom	4
Netherlands	3
India	3
Russian Federation	3
Rep. of Korea	3
Japan	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
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
Dairy products, eggs, honey, edible animal products	24
Edible fruit, nuts, peel of citrus fruit, melons	12

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	9
Cereal, flour, starch, milk preparations and products	8
Cocoa and cocoa preparations	7
Meat and edible meat offal	5
Animal,vegetable fats and oils, cleavage products, etc	5
Tobacco and manufactured tobacco substitutes	5
Miscellaneous edible preparations	4
Meat, fish and seafood food preparations nes	4
Sugars and sugar confectionery	3
Cereals	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	17
Russian Federation	7
United Kingdom	7
Germany	6

By regions

Region	Percent
Asia	31
Northern America	19
Western Europe	18
Northern Europe	12

Catalogue of Diversification Opportunities 2022

Japan	5	Eastern Europe	12
France	5	Southern Europe	4
China	4		
United Arab Emirates	3		
Netherlands	3		
China, Hong Kong SAR	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	
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0

Catalogue of Diversification Opportunities 2022

Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(481190) Paper, coated/impregnated/covered/coloured/printed, nes, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, nes, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
	(481011) Paper, fine, woodfree, <150 g/m2, clay coated, \$0-3	DE 86.5	CN 48.3	TH 36.4	322.9
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$0-0	VN 655.6	JP 268	PH 69.7	1370.0
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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

Catalogue of Diversification Opportunities 2022

	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(853224) Electric capacitors, fixed, ceramic, multilayer,, \$69-315	CN 708.7	DE 177.4	PH 108.6	1494.8
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
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
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3	US 18.7	CH 15.5	SE 4.3	57.5

Catalogue of Diversification Opportunities 2022

	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(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
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5

Catalogue of Diversification Opportunities 2022

	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151710) Margarine, except liquid margarine, \$1-2	GB 36.5	BE 7.2	RO 7.1	117.9
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(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
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0

Catalogue of Diversification Opportunities 2022

	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1

Catalogue of Diversification Opportunities 2022

	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Antarctica

Basic statistics

Current diversification (number of products)	167	Potential new products more complex (percentage)	48
Potential new products	1,772	Export opportunity in more complex products (percentage)	14
Potential new products more complex than the country's average	853	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
Electrical, electronic equipment	11
Plastics and articles thereof	10
Optical, photo, technical, medical, etc apparatus	8
Machinery & mech appliance etc	7
Paper & paperboard, articles of pulp, paper and board	6
Articles of apparel, accessories, not knit or crochet	4
Articles of apparel, accessories, knit or crochet	4
Articles of iron or steel	4
Toys, games, sports requisites	3
Pearls, precious stones, metals, coins, etc	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	18
France	7
China	5
Germany	5
Netherlands	4
Japan	4
Thailand	4
United Kingdom	4
Russian Federation	3
Italy	3
Others	26

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	20
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
Cocoa and cocoa preparations	18
Cereal, flour, starch, milk preparations and products	14
Vegetable, fruit, nut, etc food preparations	11

Catalogue of Diversification Opportunities 2022

Miscellaneous edible preparations	9
Sugars and sugar confectionery	8
Dairy products, eggs, honey, edible animal products	7
Meat, fish and seafood food preparations	7
Edible fruit, nuts, peel of citrus fruit, melons	7
Residues, wastes of food industry, animal fodder	6
Beverages, spirits and vinegar	5
Animal, vegetable fats and oils, cleavage products, etc	2
Edible vegetables and certain roots and tubers	2
Lac, gums, resins, vegetable saps and extracts	2
Milling products, malt, starches, inulin, wheat gluten	1

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

By countries

Country	Percent
USA	16
United Kingdom	7
Japan	7
Germany	6
Netherlands	4
United Arab Emirates	4

By regions

Region	Percent
Asia	33
Northern America	18
Western Europe	15
Northern Europe	12
Eastern Europe	9
Sub-Saharan Africa	4

Catalogue of Diversification Opportunities 2022

Thailand	4	Southern Europe	4
Saudi Arabia	3	Northern Africa	3
Russian Federation	3		
China	3		
France	3		
Egypt	3		
Others	25		

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	
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390690) Acrylic polymers nes, in primary forms, \$1-5	RU 119.4	TH 72	SA 61.4	691.6
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(481950) Containers, packing, nes of paper, \$2-11	IT 133.4	CA 47.9	ID 23.4	319.6
Articles of apparel, accessories, knit or crochet	(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
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
	(610342) Mens, boys trousers & shorts, of cotton, knit, \$0-6	US 80.1	RU 54.3	PL 12.7	226.4
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5

Catalogue of Diversification Opportunities 2022

	(621290) Corsets, braces and parts thereof, \$28-85	US 81.6	LK 35.7	TH 35.3	195.6
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711311) Jewellery and parts, silver, including plated silver, \$0-514	US 295.5	CN 237.5	FR 46.2	651.2
	(711719) Imitation jewellery nes of base metal including plate, \$223-506	FR 180.4	DE 32.1	IT 27	314.8
	(711590) Articles of, or clad with, precious metal nes, \$55-1121	MY 123.9	HK 7.2	KR 5.9	173.9
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
Machinery & mech appliance etc	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
	(841430) Compressors for refrigerating equipment, \$0-83	DE 80.7	CZ 80.4	ES 79.7	548.0
	(846693) Parts, accessories nes, metal cutting machine tools, \$0-25	FR 199.9	CZ 67.3	US 30.2	394.9

Catalogue of Diversification Opportunities 2022

	(843120) Parts of fork-lift etc trucks, \$0-9	FR 180	CZ 41.5	GB 32.1	385.1
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(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, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
Toys, games, sports requisites	(950699) Equipment nes for sports, swimming and paddling pools, \$0-19	US 1625.8	DE 382.3	FR 304.1	3581.1
	(950662) Inflatable balls, \$4-4	GB 42	RU 29.6	KR 17.3	145.9
	(950430) Games, coin or disc operated, \$0-107	IT 64.4	GB 42	PH 6.3	135.7

Catalogue of Diversification Opportunities 2022

	(950639) Golf equipment except balls and clubs, \$13-74	US 65.8	GB 27.9	HK 10.9	126.0
	(950800) Play, fair-ground equipment, travelling circus, theatr, \$0-4	SA 11.4	HK 3.6	MY 3.1	41.3

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	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
Edible vegetables and certain roots and tubers	(071331) Urd,mung,black or green gram beans dried shelled, \$0-2	PH 32.7	VN 28.3	TH 20.7	112.5
	(070810) Peas, shelled or unshelled, fresh or chilled, \$1-6	NL 8	DE 3.2	DK 3.1	25.9
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12	CA 1.9	GB 1.1	NL 1	9.8
Milling products, malt, starches, inulin, wheat gluten	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7

Catalogue of Diversification Opportunities 2022

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
Animal,vegetable fats and oils, cleavage products, etc	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(150420) Fish oils except liver, not chemically modified, \$0-1	FR 28.4	TR 7.8	CA 5.1	49.5
	(151519) Linseed oil,fractions, refined not chemically modifie, \$1-8	FR 1.6	DE .6	BN .5	4.9
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/preserve, \$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
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180690) Chocolate/cocoa food preparations nes, \$11-22	ID 31.7	FI 24.7	ES 12.2	120.7
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
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
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
	(200811) Ground-nuts otherwise prepared or preserved, \$2-5	US 63.3	RO 11.9	SA 4.4	117.7

Catalogue of Diversification Opportunities 2022

Miscellaneous preparations	edible	(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
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210120) Tea and mate extracts, essences and concentrates, \$3-20	US 13.9	JP 12.1	TH 11.2	88.3
Beverages, spirits and vinegar		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
Residues, wastes of food industry, animal fodder		(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
		(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
		(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Antigua and Barbuda

Basic statistics

Current diversification (number of products)	1,176	Potential new products more complex (percentage)	74
Potential new products	3,988	Export opportunity in more complex products (percentage)	44
Potential new products more complex than the country's average	2,967	Import replacement opportunity in more complex products (percentage)	27

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	6
Iron and steel	5
Paper & paperboard, articles of pulp, paper and board	4
Miscellaneous chemical products	3
Articles of iron or steel	3
Vehicles other than railway, tramway	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	14
France	7
Germany	5
China	5
Thailand	4
United Kingdom	4
Netherlands	3
Italy	3
Japan	3
Russian Federation	3
India	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	16
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
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Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	25
Edible fruit, nuts, peel of citrus fruit, melons	12
Vegetable, fruit, nut, etc food preparations	11
Beverages, spirits and vinegar	9
Cereal, flour, starch, milk preparations and products	9
Cocoa and cocoa preparations	7
Meat, fish and seafood food preparations	5
Animal, vegetable fats and oils, cleavage products, etc	5
Live trees, plants, bulbs, roots, cut flowers etc	3
Sugars and sugar confectionery	3
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	2
Miscellaneous edible preparations	2
Edible vegetables and certain roots and tubers	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	5

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

By countries

Country	Percent
USA	10
United Kingdom	9

By regions

Region	Percent
Asia	30
Western Europe	23

Catalogue of Diversification Opportunities 2022

Russian Federation	8	Northern Europe	14
France	8	Eastern Europe	13
Germany	7	Northern America	12
Netherlands	5	Southern Europe	4
Japan	4		
China	4		
China, Hong Kong SAR	4		
United Arab Emirates	3		
Philippines	3		
Others	23		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3

Catalogue of Diversification Opportunities 2022

	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1

Catalogue of Diversification Opportunities 2022

	(481011) Paper, fine, woodfree, <150 g/m2, clay coated, \$0-0	JP 118.6	FR 98.4	GB 60.4	610.6
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, technical, photo, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1

Catalogue of Diversification Opportunities 2022

	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(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	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4

Catalogue of Diversification Opportunities 2022

	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
	(110311) Wheat meal, \$0-1	FR 10.4	US 1.7	GB 1.2	19.4
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, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1

Catalogue of Diversification Opportunities 2022

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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3

Catalogue of Diversification Opportunities 2022

Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Argentina

Basic statistics

Current diversification (number of products)	9,986	Potential new products more complex (percentage)	74
Potential new products	2,602	Export opportunity in more complex products (percentage)	57
Potential new products more complex than the country's average	1,936	Import replacement opportunity in more complex products (percentage)	70

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	9
Iron and steel	7
Electrical, electronic equipment	6
Copper and articles thereof	5
Nickel and articles thereof	5
Optical, photo, technical, medical, etc apparatus	5
Inorganic chemicals, precious metal compound, isotopes	4
Miscellaneous chemical products	3
Vehicles other than railway, tramway	3

Sum of others with smaller share	41
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Top markets for potential new products (percentage of export opportunities)

By countries

Country	Percent
China	11
USA	10
France	7
Germany	5
India	4
Italy	3
Spain	3
United Kingdom	3
Japan	3
Belgium	3
Netherlands	3
United Arab Emirates	3
Others	29

By regions

Region	Percent
Asia	40
Western Europe	20
Northern America	12
Eastern Europe	7
Southern Europe	7
Northern Europe	6

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
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Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	26
Cereal, flour, starch, milk preparations and products	13
Fish, crustaceans, molluscs, aquatic invertebrates nes	13
Live animals	9
Animal,vegetable fats and oils, cleavage products, etc	8
Cocoa and cocoa preparations	7
Milling products, malt, starches, inulin, wheat gluten	5
Dairy products, eggs, honey, edible animal product nes	5
Products of animal origin, nes	4
Meat, fish and seafood food preparations nes	2
Lac, gums, resins, vegetable saps and extracts nes	2
Edible vegetables and certain roots and tubers	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Cereals	1
Sum of others with smaller share	3

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

By countries

Country	Percent
China	14
Germany	10

By regions

Region	Percent
Asia	34
Western Europe	22

Catalogue of Diversification Opportunities 2022

USA	7	Northern Europe	12
Austria	5	Southern Europe	10
China, Hong Kong SAR	5	Northern America	10
Netherlands	4	Eastern Europe	10
Finland	4		
Italy	4		
United Kingdom	4		
Spain	3		
Poland	3		
Japan	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	(281820) Aluminium oxide, except artificial corundum, \$0-0	AE 668.9	CN 358.7	FR 254.2	1559.4
	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1

Catalogue of Diversification Opportunities 2022

	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
	(280469) Silicon, <99.99% pure, \$1-4	MY 60.1	NL 39.9	US 27.2	155.6
	(283526) Calcium phosphates except hydrogen-orthophosphate, \$0-0	FR 23.8	SA 20.8	BR 14.4	132.6
Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(381519) Supported catalysts, except nickel or precious metal, \$28-61	US 120.8	RU 118.1	ES 100	631.3
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(381800) Chemical element/compound wafers doped for electronic, \$0-45	MY 225	PH 57.5	CN 37.9	365.9

Catalogue of Diversification Opportunities 2022

Iron and steel	(720310) Ferrous products from direct reduction of iron ore, \$0-5	CN 307.1	UZ 76.7	AT 63.8	520.0
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
	(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
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
	(720221) Ferro-silicon, >55% silicon, \$1-1	JP 270.4	ID 40.6	RU 14.4	367.3
Copper and articles thereof	(740311) Copper cathodes and sections of cathodes unwrought, \$6-6	AE 1449.3	IN 336	EG 237.1	2902.6
	(740200) Unrefined copper, copper anodes, electrolytic refinin, \$6-38	IN 460.9	NA 92.6	NL 63.1	820.2
	(740911) Plate, sheet, strip, refined copper, coil, t > 0.15mm, \$0-7	IT 171.8	FR 152.4	PL 18.3	391.6
	(740819) Wire of refined copper < 6mm wide, \$6-20	IN 111.5	AR 72	PH 33.3	321.9
	(741011) Foil of refined copper, not backed, t < 0.15mm, \$7-32	US 51.8	PL 46.8	KR 29.2	184.9
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
	(750300) Nickel waste or scrap, \$9-16	JP 42.8	US 27.8	DE 25.3	134.2

Catalogue of Diversification Opportunities 2022

	(750712) Tubes and pipe, nickel alloy, \$0-27	IT 27.1	KR 23.8	SA 18.6	132.8
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
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(840790) Engines, spark-ignition type nes, \$127-1508	US 347.1	BE 7.6	IE 7.5	386.9
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
	(850153) AC motors, multi-phase, of an output > 75 kW, \$17560-40915	DE 107.2	CH 38.9	PL 25.1	229.4
	(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	(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

Catalogue of Diversification Opportunities 2022

	(870510) Mobile cranes, \$33973-229543	KZ 48.5	UZ 48.4	KR 47.8	395.7
	(870290) Buses except diesel powered, \$10429-82069	US 117.3	AE 50.5	IL 22.5	370.0
	(870490) Trucks nes, \$4464-30112	GB 149	RO 18.4	SG 17.5	300.6
Optical, photo, technical, medical, etc apparatus	(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
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8
	(900211) Objective lenses for cameras, projectors, etc, \$712-1446	GB 57.3	MY 45	DE 31.1	266.2
	(900190) Prisms, mirrors and optical elements nes, unmounted, \$651-1526	DE 176.8	KR 22.4	GB 16.1	258.4

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	
Live animals	(010391) Swine, live except pure-bred breeding < 50 kg, \$62-82	DE 405.1	PL 93.9	ES 74	656.5
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6

Catalogue of Diversification Opportunities 2022

	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(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
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
	(040610) Fresh cheese, unfermented whey cheese, curd, \$6-10	AE 11.5	NZ 7.3	US 6.4	51.0
	(040899) Eggs, bird, not in shell not dried, \$1-4	DK 3.4	CH 1.9	QA 1.9	15.2
	(040819) Egg yolks except dried, \$2-4	NL 1.8	JP 1.6	TH 1.1	8.0
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5

Catalogue of Diversification Opportunities 2022

	(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	(070420) Brussels sprouts, fresh or chilled, \$1-3	US 62.5	CA 5	DE 1.5	74.4
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071029) Legumes, except peas and beans, frozen, \$1-2	JP 5.8	AU 1.6	IT 1.1	17.9
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
	(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
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
	(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	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
	(121291) Sugar beet, \$0-3	LV 1.5	HU 1.3	SI .9	4.4

Catalogue of Diversification Opportunities 2022

Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130220) Pectic substances, pectinates, pectates, \$0-12	DO 22.4	DE 15.9	IN 3.7	75.5
	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
Animal,vegetable fats and oils, cleavage products, etc	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2	SE 12.1	FR 11.2	PH 7.1	64.0
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
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
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
	(160411) Salmon prepared or preserved, not minced, \$0-6	DK 6.2	ES 1.2	UA 1.1	14.7
	(160220) Livers of any animal prepared or preserved, \$3-12	GB 6.7	RO 1.7	DK .5	12.4
	(160220) Livers of any animal prepared or preserved, \$0-3	UA .6	DE .3	SK .2	3.0

Catalogue of Diversification Opportunities 2022

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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$10-24	CN 33.2	ID 21.3	LK 9	67.9
	(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

Armenia

Basic statistics

Current diversification (number of products)	3,267	Potential new products more complex (percentage)	77
Potential new products	4,249	Export opportunity in more complex products (percentage)	44
Potential new products more complex than the country's average	3,256	Import replacement opportunity in more complex products (percentage)	46

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	8
Iron and steel	8
Plastics and articles thereof	7
Electrical, electronic equipment	7
Optical, photo, technical, medical, etc apparatus	5
Miscellaneous chemical products	4
Inorganic chemicals, precious metal compound, isotopes	3
Vehicles other than railway, tramway	3

Catalogue of Diversification Opportunities 2022

Articles of iron or steel	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	11
China	7
Germany	6
France	6
Thailand	4
Japan	4
Netherlands	3
Rep. of Korea	3
India	3
Italy	3
Canada	3
Belgium	3
United Kingdom	3
Others	29

By regions

Region	Percent
Asia	38
Western Europe	21
Northern America	14
Eastern Europe	7
Southern Europe	7
Northern 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
Cereals	16
Meat and edible meat offal	16
Dairy products, eggs, honey, edible animal product nes	9
Edible fruit, nuts, peel of citrus fruit, melons	8
Animal,vegetable fats and oils, cleavage products, etc	7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Cereal, flour, starch, milk preparations and products	5
Tobacco and manufactured tobacco substitutes	5
Residues, wastes of food industry, animal fodder	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Vegetable, fruit, nut, etc food preparations	3
Milling products, malt, starches, inulin, wheat gluten	3
Sugars and sugar confectionery	3
Beverages, spirits and vinegar	2
Sum of others with smaller share	8

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

By countries

By regions

Catalogue of Diversification Opportunities 2022

Country	Percent	Region	Percent
USA	11	Asia	36
Germany	9	Western Europe	20
China	9	Northern America	13
United Kingdom	5	Northern Europe	10
France	4	Southern Europe	8
Italy	4	Eastern Europe	5
Netherlands	4	South America	3
Japan	4		
Viet Nam	3		
United Arab Emirates	3		
Others	28		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2

Catalogue of Diversification Opportunities 2022

	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0

Catalogue of Diversification Opportunities 2022

	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
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

Catalogue of Diversification Opportunities 2022

	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-0	PH 68.6	IT 47.6	MO 14.6	199.4
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(080820) Pears and quinces, fresh, \$0-1	GB 45.3	RU 38.2	MY 26.6	217.0
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$4-7	CN 51.2	FR 29.7	AU 6.9	100.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2

Catalogue of Diversification Opportunities 2022

Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7

Catalogue of Diversification Opportunities 2022

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
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(150990) Olive oil, fractions, refined, not chemically modified, \$0-2	IT 75.8	PT 68.9	US 33.8	242.1
	(151490) Canola, rape, colza or mustard oil, fractions, refined, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7

Catalogue of Diversification Opportunities 2022

	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
	(200960) Grape juice or must not fermented or spirited, \$1-2	CA 6.1	SA 5	JP 2.7	31.4
	(200510) Homogenized vegetable preparations, not frozen/vinegar, \$1-5	GB 8.8	KZ 7.4	ES 2.9	25.6
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

Catalogue of Diversification Opportunities 2022

	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Aruba

Basic statistics

Current diversification (number of products)	711	Potential new products more complex (percentage)	65
Potential new products	3,360	Export opportunity in more complex products (percentage)	32
Potential new products more complex than the country's average	2,188	Import replacement opportunity in more complex products (percentage)	25

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	9
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	4
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Organic chemicals	3
Pharmaceutical products	3

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	3
Sum of others with smaller share	46

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

By countries

Country	Percent
USA	15
France	7
Germany	6
China	5
United Kingdom	4
Thailand	4
India	3
Netherlands	3
Japan	3
Russian Federation	3
Belgium	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	17
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
Dairy products, eggs, honey, edible animal products	22
Cereal, flour, starch, milk preparations and products	11
Cereals	11
Edible fruit, nuts, peel of citrus fruit, melons	9
Vegetable, fruit, nut, etc food preparations	7
Meat and edible meat offal	6
Cocoa and cocoa preparations	6
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	5
Meat, fish and seafood food preparations nes	4
Animal, vegetable fats and oils, cleavage products, etc	4
Residues, wastes of food industry, animal fodder	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Edible vegetables and certain roots and tubers	2
Miscellaneous edible preparations	2
Sum of others with smaller share	5

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

By countries

Country	Percent
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By regions

Region	Percent
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Catalogue of Diversification Opportunities 2022

USA	9	Asia	37
China	9	Western Europe	21
Germany	9	Northern Europe	11
United Kingdom	7	Eastern Europe	10
France	6	Northern America	10
Russian Federation	6	Southern Europe	3
Netherlands	3		
United Arab Emirates	3		
Viet Nam	3		
Japan	3		
Others	26		

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	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4

Catalogue of Diversification Opportunities 2022

	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(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
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
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5

Catalogue of Diversification Opportunities 2022

	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
Paper & paperboard, articles of pulp, paper and board	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0

Catalogue of Diversification Opportunities 2022

	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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

Catalogue of Diversification Opportunities 2022

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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3	US 18.7	CH 15.5	SE 4.3	57.5
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
Edible fruit, nuts, peel of citrus fruit, melons	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7

Catalogue of Diversification Opportunities 2022

Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2

Catalogue of Diversification Opportunities 2022

	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
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
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
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
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9

Catalogue of Diversification Opportunities 2022

	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Australia

Basic statistics

Current diversification (number of products)	19,032	Potential new products more complex (percentage)	84
Potential new products	737	Export opportunity in more complex products (percentage)	60
Potential new products more complex than the country's average	616	Import replacement opportunity in more complex products (percentage)	38

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	18
Iron and steel	18
Machinery & mech appliance etc	10
Pulp of wood, fibrous cellulosic material, waste etc	9
Articles of iron or steel	6
Electrical, electronic equipment	4
Vehicles other than railway, tramway	3
Copper and articles thereof	3
Live animals	3

Catalogue of Diversification Opportunities 2022

Mineral fuels, oils, distillation products, etc	3
Sum of others with smaller share	23

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

By countries

Country	Percent
China	11
USA	10
France	8
Germany	7
Italy	5
Netherlands	4
United Kingdom	3
Russian Federation	3
India	3
Poland	3
Others	26

By regions

Region	Percent
Asia	33
Western Europe	23
Northern America	12
Eastern Europe	11
Southern Europe	9
Northern Europe	6

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
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Catalogue of Diversification Opportunities 2022

Live animals	48
Meat and edible meat offal	18
Animal, vegetable fats and oils, cleavage products, etc	14
Residues, wastes of food industry, animal fodder	10
Milling products, malt, starches, inulin, wheat gluten	3
Meat, fish and seafood food preparations nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Dairy products, eggs, honey, edible animal product nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1

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

By countries

Country	Percent
Germany	26
China	12
Spain	6
Poland	6
Italy	6
Austria	4
Netherlands	4
United Kingdom	4

By regions

Region	Percent
Western Europe	36
Eastern Europe	17
Asia	17
Southern Europe	14
Northern Europe	11

Hungary	3
Czechia	3
France	3
Others	10

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	
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
Mineral fuels, oils, distillation products, etc	(270730) Xylole, \$0-0	CN 157.4	TH 74.5	IN 64.3	370.5
	(271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0	BE 188.5	HU 30.8	CZ 17.3	259.9
	(270810) Pitch, \$0-1	US 89.1	BR 19.9	AU 14.4	167.7
	(270730) Xylole, \$0-2	FR 4.9	CH 4.2	IT 3.1	24.4
	(271119) Petroleum gases & gaseous hydrocarbons nes, liquefied, \$43-79	FR 3.7	CY .1	IT .1	4.1
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0

Catalogue of Diversification Opportunities 2022

	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(293490) Heterocyclic compounds, nes, \$777-1397	DE 197	FR 100.5	JP 68.3	463.3
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
	(470500) Semi-chemical wood pulp, \$0-0	EG 114.5	NL 27.5	DE 15.8	178.3
Iron and steel	(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
	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
	(722490) Semi-finished products of alloy steel except staines, \$0-1	US 312.5	FR 23.9	CN 18.9	384.9
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
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730451) Alloy steel pipe or tubing, cold rolled, \$0-2	US 4.8	KR 3.7	VN 3.4	31.7

Catalogue of Diversification Opportunities 2022

	(731411) Woven products of stainless steel, \$59-134	IN 2.9	AT 1.3	KR 1.2	11.6
	(730230) Railway/tramway switch/crossing material, iron/steel, \$13-28	DE 4.6	DK 2	MU .5	7.8
Copper and articles thereof	(740911) Plate, sheet, strip, refined copper, coil, t > 0.15mm, \$0-7	IT 171.8	FR 152.4	PL 18.3	391.6
	(741011) Foil of refined copper, not backed, t < 0.15mm, \$7-32	US 51.8	PL 46.8	KR 29.2	184.9
	(740821) Wire, copper-zinc base alloy, \$0-7	FR 18.9	VN 15.9	CN 6.3	58.2
	(740940) Plate, sheet, strip, Copper nickel alloys, t > 0.15mm, \$0-9	GB 25	FR 7.8	VN 3.5	48.4
	(740940) Plate, sheet, strip, Copper nickel alloys, t > 0.15mm, \$9-32	CZ 11.2	JP 7.8	GB 7.5	43.4
Machinery & mech appliance etc	(845811) Horizontal numerically controlled metal work lathes, \$20585-118730	RU 124.9	IN 48.1	PL 46.3	373.6
	(844319) Offset printing machines, \$323170-665945	US 148.7	NL 51.9	SG 35.7	312.3
	(841932) Dryers for wood, paper pulp, paper or paperboard, \$5439-66927	DE 33.3	US 27.7	RU 22.9	210.1
	(845961) Milling machines nes, num controlled for metal, \$529001-1029756	CN 81.5	US 20.7	IT 19.9	161.2
	(845891) Lathes nes numerically controlled for removing metal, \$11934-129168	RU 48.1	TH 24.6	VN 24.1	158.2
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3

Catalogue of Diversification Opportunities 2022

	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(854610) Electrical insulators of glass, \$2-33	US 22.3	FR 6.9	ID 5.8	57.1
	(852610) Radar apparatus, \$0-183	CA 25.5	PH 7.9	PK 4.9	43.0
	(850613) Silver oxide primary cells, batteries volume < 300 cc, \$0-1	CN 9.9	ID 6.3	FR 2.8	24.8
Vehicles other than railway, tramway	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(870290) Buses except diesel powered, \$10429-82069	US 117.3	AE 50.5	IL 22.5	370.0
	(870110) Pedestrian controlled tractors, \$0-394	UZ 1.2	RO 1.2	EG 1.1	8.8

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
	(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	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020630) Swine edible offal, fresh or chilled, \$0-0	SE 27	FR 16.5	GH .1	43.6

Catalogue of Diversification Opportunities 2022

	(020649) Swine edible offal, frozen except livers, \$0-0	NL 6.1	FR 2.9	CD 2.4	17.7
	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$0-4	IT 8.9	GB 2.1	PT .8	16.5
	(020630) Swine edible offal, fresh or chilled, \$8-15	FR 1.7	PL .3	JP 0	2.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
	(030542) Herrings, smoked, including fillets, \$26-40	JM .6	FI 0	AE 0	0.7
Dairy products, eggs, honey, edible animal product nes	(040490) Natural milk products nes, \$17-49	FR 9.3	JP .8	NG .2	10.7
	(040811) Egg yolks dried, \$0-4	GB 3.1	RU 2.5	FR 1	8.6
	(040819) Egg yolks except dried, \$2-4	NL 1.8	JP 1.6	TH 1.1	8.0
	(040891) Eggs, bird, not in shell, dried, \$6-10	GB 1	IT .9	NL .8	4.7
Products of animal origin, nes	(050590) Feathers, down, etc. of birds, except for stuffing, \$130-515	LK .1	KR 0	JP 0	0.2
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$5-9	SE .4	DK .1	HU .1	0.6
Milling products, malt, starches, inulin, wheat gluten	(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	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120730) Castor oil seeds, \$8-21	AU 0	RO 0	SG 0	0.0
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0

Catalogue of Diversification Opportunities 2022

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
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-0	LT 3.4	ES 3.2	CH 2.4	13.8
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-4	IT 4.1	KR .9	CA .8	9.6
	(150890) Refined ground-nut oil not chemically modified, \$139-274	FI .4	CN 0	IN 0	0.4
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$237+	SI 0	IE 0	ZA 0	0.0
Meat, fish and seafood food preparations nes	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
	(160220) Livers of any animal prepared or preserved, \$3-12	GB 6.7	RO 1.7	DK .5	12.4
	(160220) Livers of any animal prepared or preserved, \$0-3	UA .6	DE .3	SK .2	3.0
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
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
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8
	(230630) Sunflower seed oil-cake and other solid residues, \$1-9	GB .3	LV .2	IT .1	0.6

Austria

Basic statistics

Current diversification (number of products)	20,886	Potential new products more complex (percentage)	80
Potential new products	335	Export opportunity in more complex products (percentage)	41
Potential new products more complex than the country's average	269	Import replacement opportunity in more complex products (percentage)	15

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	25
Machinery & mech appliance etc	21
Inorganic chemicals, precious metal compound, isotopes	20
Iron and steel	11
Nickel and articles thereof	5
Electrical, electronic equipment	3
Plastics and articles thereof	3
Optical, photo, technical, medical, etc apparatus	2
Rubber and articles thereof	1
Paper & paperboard, articles of pulp, paper and board	1
Sum of others with smaller share	7

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

By countries

Country	Percent
Japan	15
China	12
USA	9
Rep. of Korea	7
India	5
Netherlands	4
France	3
Canada	3
Finland	3
Italy	3
Others	20

By regions

Region	Percent
Asia	51
Western Europe	12
Northern America	11
Southern Europe	7
Northern Europe	7
Eastern Europe	5

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Fish, crustaceans, molluscs, aquatic invertebrates nes	50
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	31
Meat and edible meat offal	9

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	8
Products of animal origin, nes	1

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

By countries

Country	Percent
China, Hong Kong SAR	26
USA	12
India	10
Japan	7
Saudi Arabia	7
Egypt	6
Viet Nam	5
Ireland	3
Italy	3
Brazil	3
Malaysia	3
Others	3

By regions

Region	Percent
Asia	64
Northern America	14
Northern Africa	6
Western Europe	5
Northern Europe	4
Southern Europe	4
South America	3

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	(282520) Lithium oxide and hydroxide, \$12-38	JP 402.5	KR 161.6	ES 3.5	581.8
	(284330) Gold compounds, \$0-527	CN 89.7	MY 4.3	AE 2	94.5
	(282710) Ammonium chloride, \$0-0	MY 8.8	VN 8.7	ID 7.1	37.4
	(285000) Hydrides, nitrides, azides, silicides and borides, \$0-15	FR 9.1	IN 4.6	CA 2.8	26.9
	(282760) Iodides and oxide oxides of metals, \$0-24	CN 11.4	BR 3.1	CA 2.4	24.7
Organic chemicals	(293500) Sulphonamides in bulk, \$392-933	IE 69.8	JP 63.4	CN 42.4	295.5
	(293420) Heterocyclic compounds containing a benzothiazole ring, \$0-3	US 72.6	RU 7.4	BE 7.1	98.4
	(293359) Heterocyclic compounds with pyrimidine ring systems, \$398-943	SG 21.5	FR 19.5	CA 15.3	91.1
	(291219) Acyclic aldehydes without other oxygen function, nes, \$0-3	IN 8.8	AR 8.1	FR 7.7	71.8
	(290722) Hydroquinone (quinol), salts, \$0-6	IN 18.6	GB 16.9	CN 11.5	67.4
Plastics and articles thereof	(390390) Polymers of styrene except SAN or ABS in primary form, \$3-7	US 34.2	JP 22.6	ID 10.8	96.4
	(391723) Tube, pipe or hose, rigid, of polyvinyl chloride, \$43-138	CZ 5.2	LK 1	EE 2	7.2

Catalogue of Diversification Opportunities 2022

	(392061) Sheet/film not cellular/reinf polycarbonates, \$43-63	MT .7	US .6	KZ .6	3.3
	(391710) Sausage casings of hardened protein, cellulose, \$373-458	FI 1.4	SK 0	CL 0	1.4
	(391290) Cellulose derivatives nes, in primary forms, \$30-41	GB .6	AE .3	PH .1	1.4
Rubber and articles thereof	(400249) Chloroprene (chlorobutadiene) rubber (CR) except late, \$4-7	MY 13.7	US 3.9	AU 3.2	42.6
	(400249) Chloroprene (chlorobutadiene) rubber (CR) except late, \$7-12	FR 5.1	SG .5	CN .4	6.4
	(400930) Rubber tube, pipe, hose textile-reinforced no fitting, \$76-95	ES 1.1	FI .3	NL .2	2.1
	(400610) Camel-back strips for retreading rubber tyres, \$31-49	FR 0	PH 0	GR 0	0.1
	(400110) Natural rubber latex, including prevulcanised, \$29-41	SG 0	LU 0	FR 0	0.1
Paper & paperboard, articles of pulp, paper and board	(482190) Paper labels of all kinds, not printed, \$70-92	IN 14.5	DE 1.3	DO .4	18.5
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$4-17	ID 8.9	SG 7.5	DE .4	17.8
	(481091) Paper, multi-ply, clay coated, nes, \$2-9	US 5.2	PL 1.1	SA 1	9.8
	(481029) Paper, fine, wood containing clay coated, except ligh, \$7-29	MZ 2.3	US .5	AE .4	4.2
	(481200) Filter blocks, slabs and plates, of paper pulp, \$112-354	PH .8	FI .5	SE .3	2.3
Iron and steel	(721934) Cold rolled stainless steel, w >600mm, t 0.5-1.0 mm, \$0-2	IT 68.1	NL 41.8	PL 41	285.5
	(720299) Ferro-alloys, nes, \$1-4	BE 23.3	JP 19.2	US 17.7	89.9

Catalogue of Diversification Opportunities 2022

	(720249) Ferro-chromium, <4% carbon, \$2-3	GB 6.5	CA 4.2	MY 2.4	20.7
	(721923) Hot rolled stainless steel flat, w >600mm, t 3-4.75mm, \$0-2	CZ 3.9	DE 3.6	US 2	19.7
	(722710) Bar/rod, of high speed steel, irregular coils, \$14-32	CN 6.3	JM 2.1	GY .4	9.0
Nickel and articles thereof	(750400) Nickel powders and flakes, \$0-21	CN 105.7	KR 56.3	US 20.2	210.8
	(750511) Bars, rods and profiles, nickel, not alloyed, \$63-129	KW 1.1	DE .2	BR 0	1.3
	(750220) Nickel unwrought, alloyed, \$138-323	TR 1	HR 0	FR 0	1.2
	(750110) Nickel mattes, \$45-258	US 0	PT 0	NO 0	0.1
Machinery & mech appliance etc	(845530) Rolls for metal rolling mills, \$470-13299	IN 62.3	US 56	CA 21.9	201.4
	(843311) Mowers, powered, lawn, with horizontal cutting device, \$2491-7474	NL 78.1	FI 34	BE 13.9	142.3
	(845140) Washing, bleaching or dyeing machines (non-domestic), \$43677-108356	UZ 29.1	RO 4.2	TN 4.1	71.1
	(840130) Fuel elements non-irradiated, for nuclear reactors, \$16-566	FI 50.9	ES 5.6	US 4.4	62.8
	(843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$85467-203918	CN 18	CL 6.7	CA 6.3	50.9
Electrical, electronic equipment	(850613) Silver oxide primary cells, batteries volume < 300 cc, \$0-0	HK 6.6	MY 5.5	IE 4.8	33.9
	(853521) Automatic circuit breakers for voltage 1-72.5 kV, \$184-531	MM 9.9	MY 8.8	ID 5.9	26.1
	(851240) Windscreen wipers/defrosters/demisters, \$32-53	CN 17.5	BR 1.5	IN .8	20.9

Catalogue of Diversification Opportunities 2022

	(851610) Electric instant, storage and immersion water heaters, \$321-491	PH 4	IT 2.3	BR 1.8	12.1
	(850213) Generating sets, diesel, output > 375 kVA, \$0-30802	DO 12.1			12.1
Optical, photo, technical, medical, etc apparatus	(901380) Optical devices, appliances and instruments, nes, \$274-671	AU 21.9	US 17.4	CN 3.4	46.5
	(900120) Sheets/plates of polarising material, \$0-29	CN 13.5	PH 3.5	RU .9	19.0
	(901510) Rangefinders, \$0-68	CA 3.5	CH 1.4	AU .5	6.6
	(902990) Parts and accessories of revolution counters, etc, \$2477-2801	JP 1	HK .3	BF 0	1.4
	(900890) Parts and accessories of image projectors, non-cine, \$2632-4486	GB .3	MY .1	SA 0	0.5

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	(020220) Bovine cuts bone in, frozen, \$24-96	EG 4.5	MY 1.7	AE .5	7.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0
Products of animal origin, nes	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0

Catalogue of Diversification Opportunities 2022

	(050590) Feathers, down, etc. of birds, except for stuffing, \$130-515	LK .1	KR 0	JP 0	0.2
Milling products, malt, starches, inulin, wheat gluten	(110819) Starches except wheat, maize, potato, manioc, \$76-94	FI 0	SG 0	MV 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
Animal,vegetable fats and oils, cleavage products, etc	(151912) Oleic acid, \$3-5	SA 5.8	MY .3	CA .2	6.9

Azerbaijan

Basic statistics

Current diversification (number of products)	2,523	Potential new products more complex (percentage)	76
Potential new products	4,075	Export opportunity in more complex products (percentage)	50
Potential new products more complex than the country's average	3,082	Import replacement opportunity in more complex products (percentage)	52

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	15
Electrical, electronic equipment	7
Plastics and articles thereof	6
Iron and steel	6
Organic chemicals	6
Vehicles other than railway, tramway	5
Optical, photo, technical, medical, etc apparatus	5
Wood and articles of wood, wood charcoal	3
Miscellaneous chemical products	3
Pharmaceutical products	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	13
China	7
Germany	6
France	6
Thailand	4
United Kingdom	4
India	3
Japan	3
Italy	3
Belgium	3
Canada	3
Rep. of Korea	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	16
Eastern Europe	7
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
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Catalogue of Diversification Opportunities 2022

Cereals	15
Edible fruit, nuts, peel of citrus fruit, melons	12
Dairy products, eggs, honey, edible animal products	12
Meat and edible meat offal	10
Residues, wastes of food industry, animal fodder	9
Vegetable, fruit, nut, etc food preparations	7
Cereal, flour, starch, milk preparations and products	6
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	6
Meat, fish and seafood food preparations nes	4
Animal, vegetable fats and oils, cleavage products, etc	4
Beverages, spirits and vinegar	2
Tobacco and manufactured tobacco substitutes	2
Milling products, malt, starches, inulin, wheat gluten	2
Miscellaneous edible preparations	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	9
Germany	8

By regions

Region	Percent
Asia	40
Western Europe	18

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Northern Europe	11
Japan	5	Northern America	11
Rep. of Korea	5	Southern Europe	6
China	4	Eastern Europe	5
Netherlands	4	Oceania	3
United Arab Emirates	4		
Italy	3		
Viet Nam	3		
China, Hong Kong SAR	3		
Thailand	3		
France	3		
Others	28		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300510) Medical dressings etc. having an adhesive layer, \$14-51	DE 104.9	US 93	ES 46.2	462.3
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2

Catalogue of Diversification Opportunities 2022

	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
	(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
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(441212) Plywood, 1 or 2 outer ply non-coniferous (ply <6 mm), \$419-764	US 646.8	FR 180.5	VN 45.5	976.4
	(440122) Wood in chips, non-coniferous, \$0-0	CN 273.6	JP 238.3	ID 93.6	694.4
	(441810) Windows, French-windows, frames, of wood, \$2-8	GB 37.3	DE 33.6	AT 22	194.0
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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

Catalogue of Diversification Opportunities 2022

	(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
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870190) Wheeled tractors nes, \$9592-47189	DE 304	FR 243.8	US 144.1	1308.8

Catalogue of Diversification Opportunities 2022

	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3

Catalogue of Diversification Opportunities 2022

	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100510) Maize (corn) seed, \$2-6	HU 24.2	GB 21.3	RO 20.2	244.7
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110429) Cereals, hulled, pearled, sliced or kibbled nes, \$0-2	CN 23.4	PL 5.5	FR 4.5	44.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$0-3	FR 28.6	GB 17.5	HK 14.3	126.9
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1

Catalogue of Diversification Opportunities 2022

		(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
		(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations		(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
		(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
		(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
		(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
		(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Miscellaneous edible preparations		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
		(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
		(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2
Beverages, spirits and vinegar		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Catalogue of Diversification Opportunities 2022

	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
Tobacco manufactured and tobacco substitutes	(240399) Products of tobacco, substitutes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1

Bahamas

Basic statistics

Current diversification (number of products)	1,076	Potential new products more complex (percentage)	71
Potential new products	3,807	Export opportunity in more complex products (percentage)	38
Potential new products more complex than the country's average	2,719	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
Machinery & mech appliance etc	12
Electrical, electronic equipment	10
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	5
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Vehicles other than railway, tramway	3
Miscellaneous chemical products	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	14
China	6
France	6
Germany	5
Thailand	4
United Kingdom	4
Rep. of Korea	3
Netherlands	3
India	3
Italy	3
Japan	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	17
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
Dairy products, eggs, honey, edible animal products	23
Edible fruit, nuts, peel of citrus fruit, melons	16

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	10
Cereal, flour, starch, milk preparations and products	9
Cocoa and cocoa preparations	7
Meat, fish and seafood food preparations nes	5
Animal,vegetable fats and oils, cleavage products, etc	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Miscellaneous edible preparations	3
Sugars and sugar confectionery	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Residues, wastes of food industry, animal fodder	2
Edible vegetables and certain roots and tubers	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	13
United Kingdom	8
Russian Federation	7
Germany	6

By regions

Region	Percent
Asia	31
Western Europe	18
Northern America	15
Northern Europe	14

Catalogue of Diversification Opportunities 2022

France	5	Eastern Europe	12
United Arab Emirates	4	Southern Europe	5
Netherlands	4		
China	4		
Japan	3		
Philippines	3		
China, Hong Kong SAR	3		
Others	23		

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, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(293100) Organo-inorganic compounds, nes, \$3-18	BR 359.3	KR 94.3	IE 31.3	593.9
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

Catalogue of Diversification Opportunities 2022

	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1

Catalogue of Diversification Opportunities 2022

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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(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

	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871639) Trailers nes for the transport of goods, \$0-3750	CA 918	US 229.7	ES 15.6	1259.6
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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

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	
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
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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

Catalogue of Diversification Opportunities 2022

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
	(060210) Cuttings and slips, not rooted, \$0-0	US 26	NL 16.5	CA 3.4	50.4
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(070920) Asparagus, fresh or chilled, \$3-8	CH 10	NO 5.8	CA 4.2	48.3
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1

Catalogue of Diversification Opportunities 2022

	(160420) Fish prepared or preserved, except whole, in pieces, \$0-3	FR 28.6	GB 17.5	HK 14.3	126.9
Sugars and confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7

Catalogue of Diversification Opportunities 2022

	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
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

Bahrain

Basic statistics

Current diversification (number of products)	4,763	Potential new products more complex (percentage)	78
Potential new products	3,863	Export opportunity in more complex products (percentage)	61
Potential new products more complex than the country's average	3,007	Import replacement opportunity in more complex products (percentage)	50

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	10
Vehicles other than railway, tramway	7
Iron and steel	6
Electrical, electronic equipment	5
Plastics and articles thereof	5
Optical, photo, technical, medical, etc apparatus	4
Miscellaneous chemical products	3
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	11
China	8
Germany	6
France	6
Thailand	4
Belgium	3
Canada	3
Netherlands	3
Italy	3
United Kingdom	3
India	3
Japan	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	14
Eastern Europe	7
Southern Europe	7
Northern 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
Meat and edible meat offal	19

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	14
Cereals	14
Residues, wastes of food industry, animal fodder	11
Animal,vegetable fats and oils, cleavage products, etc	6
Cereal, flour, starch, milk preparations and products	4
Meat, fish and seafood food preparations nes	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Beverages, spirits and vinegar	4
Vegetable, fruit, nut, etc food preparations	4
Tobacco and manufactured tobacco substitutes	4
Sugars and sugar confectionery	2
Dairy products, eggs, honey, edible animal product nes	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	20
USA	12
Rep. of Korea	5

By regions

Region	Percent
Asia	46
Northern America	13
Western Europe	12

Catalogue of Diversification Opportunities 2022

Germany	4	Northern Europe	9
Italy	4	Southern Europe	7
China, Hong Kong SAR	3	Eastern Europe	4
Thailand	3	Oceania	3
United Kingdom	3		
Netherlands	3		
Australia	3		
Viet Nam	3		
Others	22		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
Organic chemicals	(293390) Heterocyclic compounds with N-hetero-atom(s) only, nes, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, nes, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1

Catalogue of Diversification Opportunities 2022

	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(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
	(390720) Polyethers nes, in primary forms, \$0-1	IT 172.6	TR 74.2	EG 44.4	564.8
Iron and steel	(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
	(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
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
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
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850910) Domestic vacuum cleaners, \$158-297	AU 170	IT 93.4	HK 34.9	486.6
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8

Catalogue of Diversification Opportunities 2022

	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
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
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6

Catalogue of Diversification Opportunities 2022

	(021019) Swine meat, salted/dried/smoked ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030549) Smoked fish & fillets other than herrings or salmon, \$6-21	DE 55.7	SE 9.9	IT 6	99.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal products nes	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-0	IT 35.4	IE 24.8	PH 4.7	79.9
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
	(040229) Milk and cream powder sweetened < 1.5% fat, \$7-14	IT 16.5	CN 3.9	AU 3.1	33.4
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6

Catalogue of Diversification Opportunities 2022

	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10	IT 276.8	DE 62	ES 15.6	444.8
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(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
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
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

Catalogue of Diversification Opportunities 2022

	(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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1

Catalogue of Diversification Opportunities 2022

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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(190540) Rusks, toasted bread and similar toasted products, \$4-9	MU 2.2	US 1.2	CN .5	7.4
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2

Catalogue of Diversification Opportunities 2022

	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Bangladesh

Basic statistics

Current diversification (number of products)	5,844	Potential new products more complex (percentage)	78
Potential new products	3,416	Export opportunity in more complex products (percentage)	57
Potential new products more complex than the country's average	2,676	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
Ores, slag and ash	23
Machinery & mech appliance etc	12
Iron and steel	7
Organic chemicals	7
Vehicles other than railway, tramway	5
Electrical, electronic equipment	5
Plastics and articles thereof	4
Articles of iron or steel	3
Optical, photo, technical, medical, etc apparatus	3
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	29

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

By countries

Country	Percent
China	29
USA	8
France	5
Germany	5
Rep. of Korea	3
United Kingdom	3
Thailand	3
Canada	3
Others	22

By regions

Region	Percent
Asia	52
Western Europe	15
Northern America	11
Eastern Europe	6
Northern Europe	5
Southern Europe	5
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
Cereals	20
Meat and edible meat offal	16
Edible fruit, nuts, peel of citrus fruit, melons	11
Dairy products, eggs, honey, edible animal products	6
Animal, vegetable fats and oils, cleavage products, etc	6

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations nes	5
Cocoa and cocoa preparations	4
Sugars and sugar confectionery	3
Beverages, spirits and vinegar	3
Residues, wastes of food industry, animal fodder	3
Milling products, malt, starches, inulin, wheat gluten	3
Vegetable, fruit, nut, etc food preparations	2
Sum of others with smaller share	8

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

By countries

Country	Percent
China	12
USA	8
Germany	6
United Kingdom	5
China, Hong Kong SAR	5
France	4
Viet Nam	4

By regions

Region	Percent
Asia	40
Western Europe	17
Northern Europe	11
Northern America	10
Eastern Europe	7
Southern Europe	5
South America	3

Netherlands	4
Japan	3
Others	29

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(283620) Disodium carbonate, \$0-0	TH 116.8	KR 58.3	BR 47.2	633.9
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3

Catalogue of Diversification Opportunities 2022

	(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
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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

Catalogue of Diversification Opportunities 2022

Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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

Catalogue of Diversification Opportunities 2022

	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(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
Optical, photo, technical, medical, etc apparatus	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4
	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6

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	

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(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
Dairy products, eggs, honey, edible animal product nes	(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
	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8

Catalogue of Diversification Opportunities 2022

	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
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
	(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

Catalogue of Diversification Opportunities 2022

	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
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
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-4	US 30.5	CZ 23.8	CA 18.2	101.8
	(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	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(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
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
Vegetable, fruit, nut, etc food preparations	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200960) Grape juice or must not fermented or spirited, \$1-2	CA 6.1	SA 5	JP 2.7	31.4
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-0	DK 5.6	RO 3.7	HU 3.4	30.1

Catalogue of Diversification Opportunities 2022

	(200990) Mixtures of juices not fermented or spirited, \$8-24	DE 14.4	AF 6.6	AT 1.7	27.4
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2

Barbados

Basic statistics

Current diversification (number of products)	1,919	Potential new products more complex (percentage)	76
Potential new products	4,251	Export opportunity in more complex products (percentage)	46
Potential new products more complex than the country's average	3,236	Import replacement opportunity in more complex products (percentage)	38

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	7
Organic chemicals	7
Vehicles other than railway, tramway	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	13
China	8
France	6
Germany	6
Thailand	4
United Kingdom	4
Rep. of Korea	3
Italy	3
India	3
Netherlands	3
Japan	3
Others	29

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	15
Northern Europe	7
Eastern 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
Dairy products, eggs, honey, edible animal products	20
Meat and edible meat offal	16

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	15
Animal,vegetable fats and oils, cleavage products, etc	8
Cereal, flour, starch, milk preparations and products	7
Vegetable, fruit, nut, etc food preparations	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Cereals	3
Cocoa and cocoa preparations	3
Edible vegetables and certain roots and tubers	3
Meat, fish and seafood food preparations nes	2
Sugars and sugar confectionery	2
Milling products, malt, starches, inulin, wheat gluten	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	11
Germany	9
China	9
United Kingdom	7

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	13
Northern Europe	12

Catalogue of Diversification Opportunities 2022

France	4	Eastern Europe	8
Russian Federation	4	Southern Europe	5
United Arab Emirates	4		
Netherlands	3		
Japan	3		
China, Hong Kong SAR	3		
Italy	3		
Others	25		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(283620) Disodium carbonate, \$0-0	TH 116.8	KR 58.3	BR 47.2	633.9
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9

Catalogue of Diversification Opportunities 2022

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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3

Catalogue of Diversification Opportunities 2022

	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(840820) Engines, diesel, for motor vehicles, \$0-771	US 242	GB 208.1	SK 149.8	776.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
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
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6

Catalogue of Diversification Opportunities 2022

	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(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
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6

Catalogue of Diversification Opportunities 2022

Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(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
Cocoa and cocoa preparations	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8

Catalogue of Diversification Opportunities 2022

	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(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

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

Organic chemicals	(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, \$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

	(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

	(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

	(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

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(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

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(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

Belgium

Basic statistics

Current diversification (number of products)	22,550	Potential new products more complex (percentage)	86
Potential new products	303	Export opportunity in more complex products (percentage)	71
Potential new products more complex than the country's average	262	Import replacement opportunity in more complex products (percentage)	90

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Electrical, electronic equipment	31
Machinery & mech appliance etc	31
Pharmaceutical products	5
Pulp of wood, fibrous cellulosic material, waste etc	4
Nickel and articles thereof	4
Iron and steel	4
Plastics and articles thereof	3
Railway, tramway locomotives, rolling stock, equipment	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Organic chemicals	3
Sum of others with smaller share	9

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

By countries

Country	Percent
India	30
USA	8
Germany	6
Canada	6
Egypt	5
China, Hong Kong SAR	5
Hungary	4
China	4
Others	17

By regions

Region	Percent
Asia	50
Northern America	13
Western Europe	13
Eastern Europe	8
Northern Europe	6
Northern Africa	5

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	58
Animal,vegetable fats and oils, cleavage products, etc	17
Fish, crustaceans, molluscs, aquatic invertebrates nes	14
Products of animal origin, nes	11

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

By countries

Country	Percent
USA	17
China	14
Germany	10
Denmark	10
France	5
Canada	5
United Kingdom	4
Peru	4
Poland	3
Sweden	3
Netherlands	3
Others	11

By regions

Region	Percent
Northern Europe	23
Northern America	22
Western Europe	20
Asia	18
Eastern Europe	7
South America	6
Southern Europe	3

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	
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8

Catalogue of Diversification Opportunities 2022

	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(121220) Seaweeds and other algae,, \$31-71	MD 0	WS 0	NG 0	0.0
Organic chemicals	(293626) Vitamin B12, derivatives, unmixed, \$1417-2778	IN 43.8	AT 4.8	BE 2.7	55.2
	(293340) Heterocyc compounds, quinoline ring not further fused, \$1311-2110	DE 23.3	BE 10.8	IN 1.9	39.5
	(290619) Cyclic alcohols, derivatives, other than aromatic, ne, \$78-177	FR 7.9	KR 1.2	DE .4	10.3
	(293090) Organo-sulphur compounds, nes, \$137-735	IE 1.8	GR 1.4	DK .9	7.1
	(293623) Vitamin B2, derivatives, unmixed, \$174-210	JP 2.4	KR .7	FR .6	4.1
Pharmaceutical products	(300432) Adrenal cortical hormones, in dosage, \$566-1947	DE 63.1	SA 47.2	KR 20.5	200.6
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$4-12	SG 37.6	DE 23.5	AZ 7.7	82.9
	(390190) Polymers of ethylene nes, in primary forms, \$7-30	TG 1.4	BR 1	FR .5	4.4
	(392092) Sheet/film not cellular/reinf polyamides, \$52-193	CN 1.3	MD 1	KR .8	4.3
	(392093) Sheet/film not cellular/reinf amino-resins, \$4-22	BE 2.1	CN 1.3	US .1	3.8
	(392340) Plastic spools, cops, bobbins and similar supports, \$26-36	AT 1.5	SE .9	IN .5	3.6

Catalogue of Diversification Opportunities 2022

Pulp of wood, fibrous cellulosic material, waste etc	(470500) Semi-chemical wood pulp, \$0-0	EG 114.5	NL 27.5	DE 15.8	178.3
Iron and steel	(721060) Flat rolled iron or non-alloy steel, coated with aluminium, width>600mm, \$1-2	CZ 13.7	HU 4.5	AT 4.4	33.0
	(721990) Rolled stainless steel sheet, width > 600mm, nes, \$36-127	EG 13.3	NG 6.4	FR 1.9	31.3
	(720292) Ferro-vanadium, \$0-25	CN 14	FR 2.8	BE 2.1	28.0
	(721924) Hot rolled stainless steel flat, w >600mm, t <3mm, \$8-17	SK 10.3	FR 2.5	CN 1.7	16.0
	(720890) Hot rolled iron or non-alloy steel, width >600mm, nes, \$16-107	EG 11.7	IT 1.9	CR .1	13.9
Nickel and articles thereof	(750300) Nickel waste or scrap, \$9-16	JP 42.8	US 27.8	DE 25.3	134.2
	(750511) Bars, rods and profiles, nickel, not alloyed, \$0-18	IT 4.3	ES .5	IN .4	6.0
	(750711) Tubes and pipe, nickel, not alloyed, \$25-76	US 2	BE .4	IN .4	4.1
	(750400) Nickel powders and flakes, \$95-106	IE 0	RO 0	MZ 0	0.1
Machinery & mech appliance etc	(842619) Transporter or bridge cranes, \$2034-50051	US 157.9	IN 100.1	PK 33.6	392.7
	(843311) Mowers, powered, lawn, with horizontal cutting device, \$829-1896	CA 177	US 31.2	SE 23.6	272.5
	(841182) Gas turbine engines nes of a power > 5000 kW, \$5317670-6072953	HU 150.5	NO 41.3	SG 14.5	217.2

Catalogue of Diversification Opportunities 2022

	(848250) Bearings, cylindrical roller, nes, \$0-15	IN 49.3	BR 10.1	CN 8.5	74.7
	(847520) Machines for manufacturing or hot working glass nes, \$1075-76710	US 26.3	UZ 18.5	PK 3.4	60.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$48-77	EG 23	CA 11.6	CN 7.6	53.0
	(853529) Automatic circuit breakers for voltage > 72.5 kV, \$126-168	KH 6	NL 5.6	DK .3	12.4
	(854091) Parts of cathode-ray tubes, \$4377-7263	AT 6.8	KR .3	TR .1	7.2
	(853210) Fixed power capacitors (50/60 herz circuits), \$194-581	MY 2.1	FI .6	BR .4	5.6
Railway, tramway locomotives, rolling stock, equipment	(860712) Railway & tramway bogies & bissel-bogies, non-driving, \$3-23	DE 44.9	RO 13.4	PL 6.3	88.9
	(860400) Railway maintenance-of-way service vehicles, \$4607-237187	KE 9.3	CN 6.1	GB 3.1	35.9

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	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$18-43	FI 0	BR 0	SC 0	0.2

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	(030263) Coalfish, fresh or chilled, whole, \$0-1	DK 8.1	PL 3.3	DE .5	12.9
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0
	(030339) Flatfish except halibut, plaice or sole, frozen, whol, \$90-110	VC 0	SC 0	LB 0	0.0
Products of animal origin, nes	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
	(050290) Hair & waste of badger and of other brush making hair, \$99-234	LK .1	BR .1	TH .1	0.3
Edible fruit, nuts, peel of citrus fruit, melons	(081290) Fruits and nuts, provisionally preserved nes, \$79-153	GB 0	SC 0	IE 0	0.0
Cereals	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$3-3	GE 0	MU 0	SA 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8
	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(121220) Seaweeds and other algae,, \$31-71	MD 0	WS 0	NG 0	0.0
Lac, gums, resins, vegetable saps and extracts nes	(130211) Opium sap, \$438-917	ES .3	CH 0	VN 0	0.3

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(150890) Refined ground-nut oil not chemically modified, \$139-274	FI .4	CN 0	IN 0	0.4
	(151229) Cotton-seed or fractions simply refined, \$18-24	KR .1	EG 0	MY 0	0.2
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$101-129	LU 0	BM 0	BE 0	0.0
	(150790) Refined soya-bean oil, not chemically modified, \$38-42	ES 0	TN 0	CY 0	0.0
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$84-192	CZ 0	ZA 0	AT 0	0.0

Belize

Basic statistics

Current diversification (number of products)	1,133	Potential new products more complex (percentage)	75
Potential new products	3,911	Export opportunity in more complex products (percentage)	35
Potential new products more complex than the country's average	2,922	Import replacement opportunity in more complex products (percentage)	22

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	5
Organic chemicals	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Miscellaneous chemical products	3
Pharmaceutical products	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
France	7
China	5
Germany	5
United Kingdom	4
Thailand	4
India	3
Rep. of Korea	3
Italy	3
Netherlands	3
Japan	3
Others	29

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	17
Eastern Europe	8
Northern Europe	7
Southern 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
Edible fruit, nuts, peel of citrus fruit, melons	19
Dairy products, eggs, honey, edible animal product nes	17

Catalogue of Diversification Opportunities 2022

Cereals	10
Cereal, flour, starch, milk preparations and products	8
Vegetable, fruit, nut, etc food preparations	7
Animal,vegetable fats and oils, cleavage products, etc	6
Cocoa and cocoa preparations	5
Meat and edible meat offal	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Edible vegetables and certain roots and tubers	3
Sugars and sugar confectionery	2
Miscellaneous edible preparations	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Meat, fish and seafood food preparations nes	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	13
France	6
Japan	6
Netherlands	5

By regions

Region	Percent
Asia	39
Western Europe	19
Northern America	14
Northern Europe	9

Catalogue of Diversification Opportunities 2022

Germany	5	Eastern Europe	6
China	5	Southern Europe	5
United Kingdom	5		
China, Hong Kong SAR	4		
Philippines	3		
United Arab Emirates	3		
Viet Nam	3		
Russian Federation	3		
Others	28		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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

Catalogue of Diversification Opportunities 2022

Pharmaceutical products	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0

Catalogue of Diversification Opportunities 2022

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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7

Catalogue of Diversification Opportunities 2022

	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(842951) Front end shovel loaders, \$27366-72431	FR 443.6	RU 233.1	US 207.4	1552.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(021020) Bovine meat salted, dried or smoked, \$6-22	ES 8.5	IT 4.2	GB 3.8	23.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$6-24	JP 482.4	US 135.9	VN 23.7	736.3
	(030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
	(030619) Crustaceans nes, frozen,, \$6-17	KR 5.8	SA 5.5	NZ 5.3	31.9
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1

Catalogue of Diversification Opportunities 2022

	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1

Catalogue of Diversification Opportunities 2022

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/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
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
	(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
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
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
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2

Catalogue of Diversification Opportunities 2022

	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
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Benin

Basic statistics

Current diversification (number of products)	1,401	Potential new products more complex (percentage)	78
Potential new products	3,913	Export opportunity in more complex products (percentage)	53
Potential new products more complex than the country's average	3,053	Import replacement opportunity in more complex products (percentage)	47

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	16
Machinery & mech appliance etc	10
Plastics and articles thereof	7
Electrical, electronic equipment	6
Optical, photo, technical, medical, etc apparatus	5
Iron and steel	4
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	3
Articles of iron or steel	3
Pharmaceutical products	2
Sum of others with smaller share	40

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

By countries

Country	Percent
China	23
USA	11
France	6
Germany	4
Thailand	3
Japan	3
United Kingdom	3
Netherlands	3
Others	24

By regions

Region	Percent
Asia	47
Western Europe	17
Northern America	13
Eastern Europe	6
Northern Europe	5
Southern Europe	5
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
Dairy products, eggs, honey, edible animal products	15
Edible fruit, nuts, peel of citrus fruit, melons	12
Cereal, flour, starch, milk preparations and products	9
Vegetable, fruit, nut, etc food preparations	9
Meat and edible meat offal	9

Catalogue of Diversification Opportunities 2022

Cereals	8
Beverages, spirits and vinegar	7
Meat, fish and seafood food preparations nes	5
Animal,vegetable fats and oils, cleavage products, etc	4
Cocoa and cocoa preparations	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Sugars and sugar confectionery	3
Edible vegetables and certain roots and tubers	3
Miscellaneous edible preparations	2
Sum of others with smaller share	7

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

By countries

Country	Percent
China	12
USA	11
Germany	7
United Kingdom	6
Russian Federation	5
France	4
Japan	4

By regions

Region	Percent
Asia	39
Western Europe	18
Northern America	13
Eastern Europe	10
Northern Europe	10
Southern Europe	4

Viet Nam	3
Netherlands	3
United Arab Emirates	3
China, Hong Kong SAR	3
Others	25

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7

Catalogue of Diversification Opportunities 2022

	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1

Catalogue of Diversification Opportunities 2022

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
	(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
	(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
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(842951) Front end shovel loaders, \$27366-72431	FR 443.6	RU 233.1	US 207.4	1552.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1

Catalogue of Diversification Opportunities 2022

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Optical, photo, technical, medical, etc apparatus	(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
	(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

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)
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Catalogue of Diversification Opportunities 2022

		#1	#2	#3	Export opportunity (USD million)
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(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
	(020743) Duck, goose, guinea fowl cuts, offal not liver, frozen, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7

Catalogue of Diversification Opportunities 2022

	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100510) Maize (corn) seed, \$2-6	HU 24.2	GB 21.3	RO 20.2	244.7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(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
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1

Catalogue of Diversification Opportunities 2022

	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
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
	(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
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(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	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
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
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0

Catalogue of Diversification Opportunities 2022

	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Bermuda

Basic statistics

Current diversification (number of products)	553	Potential new products more complex (percentage)	71
Potential new products	2,836	Export opportunity in more complex products (percentage)	35
Potential new products more complex than the country's average	2,021	Import replacement opportunity in more complex products (percentage)	27

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Plastics and articles thereof	10
Electrical, electronic equipment	10
Machinery & mech appliance etc	9
Optical, photo, technical, medical, etc apparatus	6
Vehicles other than railway, tramway	6
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of apparel, accessories, knit or crochet	4
Articles of apparel, accessories, not knit or crochet	2
Iron and steel	2
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	16
France	8
Germany	6
China	5
United Kingdom	4
Italy	3
Japan	3
Rep. of Korea	3
Netherlands	3
Thailand	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	18
Northern Europe	7
Eastern 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
Dairy products, eggs, honey, edible animal products	15
Vegetable, fruit, nut, etc food preparations	14
Cereal, flour, starch, milk preparations and products	14

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	10
Edible fruit, nuts, peel of citrus fruit, melons	8
Animal,vegetable fats and oils, cleavage products, etc	8
Meat, fish and seafood food preparations nes	8
Edible vegetables and certain roots and tubers	5
Miscellaneous edible preparations	5
Cereals	3
Sugars and sugar confectionery	2
Beverages, spirits and vinegar	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	16
United Kingdom	8
France	8
Russian Federation	7
Germany	7

By regions

Region	Percent
Asia	27
Western Europe	21
Northern America	18
Northern Europe	13
Eastern Europe	12

Catalogue of Diversification Opportunities 2022

Japan	5	Southern Europe	4
Netherlands	3		
China	3		
Others	26		

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	
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1

Catalogue of Diversification Opportunities 2022

	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
Articles of apparel, accessories, not knit or crochet	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8

Catalogue of Diversification Opportunities 2022

	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
	(721090) Flat rolled iron or non-alloy steel, clad/plated/coated, w >600mm, nes, \$1-5	DE 205.5	TH 36.9	US 28.5	389.7
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Vehicles other than railway, tramway	(870322) Automobiles, spark ignition engine of 1000-1500 cc, \$7684-16089	SA 3709.9	DE 2176.8	FR 1510.6	13508.9
	(870421) Diesel powered trucks weighing < 5 tonnes, \$22695-42014	US 1813.3	BR 306	BE 98.5	2671.2
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(871200) Bicycles, other cycles, not motorized, \$495-1162	GB 86.6	IT 29.2	BE 18.7	218.8
	(870821) Safety seat belts for motor vehicles, \$13-56	ES 56.8	GB 52.6	BR 28.6	216.3
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

Catalogue of Diversification Opportunities 2022

	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
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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
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
Live trees, plants, bulbs, roots, cut flowers etc	(060310) Cut flowers and flower buds for bouquets, etc., fresh, \$5-12	US 167.9	PL 28.8	CZ 21.1	331.0
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7

Catalogue of Diversification Opportunities 2022

	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
Edible fruit, nuts, peel of citrus fruit, melons	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$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

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
Meat, fish and seafood food preparations nes	(160100) Sausages, similar products of meat, meat offal & bloo, \$2-7	HU 86	RU 66.3	BE 57.8	516.3
	(160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6	JP 140.7	NL 48.3	IE 39.7	480.1
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$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
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1

Catalogue of Diversification Opportunities 2022

	(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
	(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
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Bhutan

Basic statistics

Current diversification (number of products)	547	Potential new products more complex (percentage)	59
Potential new products	3,020	Export opportunity in more complex products (percentage)	26
Potential new products more complex than the country's average	1,771	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
Machinery & mech appliance etc	13
Plastics and articles thereof	9
Electrical, electronic equipment	8
Pharmaceutical products	8
Optical, photo, technical, medical, etc apparatus	6
Articles of iron or steel	4
Iron and steel	4
Paper & paperboard, articles of pulp, paper and board	3
Organic chemicals	3
Miscellaneous chemical products	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	15
Germany	7
France	6
China	6
United Kingdom	4
Netherlands	4
Thailand	4
Japan	3
Italy	3
Russian Federation	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	17
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Dairy products, eggs, honey, edible animal products	19
Cereals	16
Edible fruit, nuts, peel of citrus fruit, melons	12

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	9
Vegetable, fruit, nut, etc food preparations	9
Cocoa and cocoa preparations	7
Animal,vegetable fats and oils, cleavage products, etc	5
Miscellaneous edible preparations	4
Meat, fish and seafood food preparations nes	3
Beverages, spirits and vinegar	3
Edible vegetables and certain roots and tubers	3
Lac, gums, resins, vegetable saps and extracts nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sugars and sugar confectionery	2
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	12
Germany	7
United Kingdom	7
France	4
China	4

By regions

Region	Percent
Asia	39
Western Europe	16
Northern America	13
Northern Europe	9
Eastern Europe	8

Catalogue of Diversification Opportunities 2022

Viet Nam	4	Southern Europe	4
United Arab Emirates	4	Sub-Saharan Africa	3
Russian Federation	4	South America	3
China, Hong Kong SAR	4		
Japan	3		
Netherlands	3		
Philippines	3		
Others	30		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2

Catalogue of Diversification Opportunities 2022

Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5
	(300510) Medical dressings etc. having an adhesive layer, \$14-51	DE 104.9	US 93	ES 46.2	462.3
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2

Catalogue of Diversification Opportunities 2022

	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
	(481011) Paper, fine, woodfree, <150 g/m2, clay coated, \$0-3	DE 86.5	CN 48.3	TH 36.4	322.9
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7

Catalogue of Diversification Opportunities 2022

	(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
	(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	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-0	FR 28.1	DE 5.3	RO 4.7	61.6
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080420) Figs, fresh or dried, \$3-8	IN 18.9	IT 8.9	AT 7.4	47.1
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2

Catalogue of Diversification Opportunities 2022

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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(151519) Linseed oil,fractions, refined not chemically modifie, \$1-8	FR 1.6	DE .6	BN .5	4.9
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
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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8

Catalogue of Diversification Opportunities 2022

	(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 preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9

Catalogue of Diversification Opportunities 2022

	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4

Bolivia (Plurinational State of)

Basic statistics

Current diversification (number of products)	2,307	Potential new products more complex (percentage)	74
Potential new products	4,145	Export opportunity in more complex products (percentage)	34
Potential new products more complex than the country's average	3,086	Import replacement opportunity in more complex products (percentage)	25

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Electrical, electronic equipment	8
Iron and steel	7
Plastics and articles thereof	7
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	6
Pharmaceutical products	4
Articles of iron or steel	3
Miscellaneous chemical products	3
Wood and articles of wood, wood charcoal	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	13
China	7
France	7
Germany	5
Thailand	4
United Kingdom	4
Spain	3
India	3
Italy	3
Japan	3
Netherlands	3
Rep. of Korea	3
Belgium	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	21
Northern America	15
Eastern Europe	7
Southern Europe	7
Northern 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
Dairy products, eggs, honey, edible animal product nes	31

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	15
Meat and edible meat offal	7
Cereals	6
Vegetable, fruit, nut, etc food preparations	6
Animal,vegetable fats and oils, cleavage products, etc	4
Meat, fish and seafood food preparations nes	4
Cereal, flour, starch, milk preparations and products	4
Beverages, spirits and vinegar	4
Edible vegetables and certain roots and tubers	4
Sugars and sugar confectionery	3
Products of animal origin, nes	3
Miscellaneous edible preparations	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	10
China, Hong Kong SAR	7
United Kingdom	7

By regions

Region	Percent
Asia	35
Western Europe	18
Northern America	12

Catalogue of Diversification Opportunities 2022

Russian Federation	6	Northern Europe	11
Germany	6	Eastern Europe	11
China	6	Southern Europe	6
France	5		
Netherlands	3		
Philippines	3		
United Arab Emirates	3		
Japan	3		
Italy	3		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8

Catalogue of Diversification Opportunities 2022

	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1

Catalogue of Diversification Opportunities 2022

	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(441212) Plywood, 1 or 2 outer ply non-coniferous (ply <6 mm), \$419-764	US 646.8	FR 180.5	VN 45.5	976.4
	(440122) Wood in chips, non-coniferous, \$0-0	CN 273.6	JP 238.3	ID 93.6	694.4
	(440130) Sawdust, wood waste or scrap, \$0-0	IT 166.6	DK 146.5	BE 109.6	608.4
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$0-4	IT 8.9	GB 2.1	PT .8	16.5
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
	(020641) Swine livers, frozen, \$0-0	CN 3.4	RO .7	UA .7	8.0
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9

Catalogue of Diversification Opportunities 2022

	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
	(051191) Fish, shellfish and crustaceans (non-food), \$1-37	VN 13	JP 7	ID 6.8	58.0
	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0
Edible vegetables and certain roots and tubers	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7

Catalogue of Diversification Opportunities 2022

	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Animal,vegetable fats and oils, cleavage products, etc	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-4	US 30.5	CZ 23.8	CA 18.2	101.8
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2	SE 12.1	FR 11.2	PH 7.1	64.0
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3

Catalogue of Diversification Opportunities 2022

	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190540) Rusks, toasted bread and similar toasted products, \$0-2	FR 26.2	IN 4.5	RO 2.7	56.5
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2

Catalogue of Diversification Opportunities 2022

		(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
		(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Miscellaneous preparations	edible	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
		(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
		(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
		(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2
Beverages, spirits and vinegar		(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
		(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7

Bonaire

Basic statistics

Current diversification (number of products)	111	Potential new products more complex (percentage)	42
Potential new products	1,359	Export opportunity in more complex products (percentage)	10
Potential new products more complex than the country's average	574	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
Paper & paperboard, articles of pulp, paper and board	9
Electrical, electronic equipment	8
Articles of apparel, accessories, knit or crochet	7
Optical, photo, technical, medical, etc apparatus	6
Machinery & mech appliance etc	5
Pearls, precious stones, metals, coins, etc	4
Articles of apparel, accessories, not knit or crochet	4
Articles of iron or steel	4
Miscellaneous articles of base metal	2
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	18
France	8
China	6
Germany	5
United Kingdom	5
Italy	4
Japan	4
Thailand	3
Netherlands	3
Poland	3
Others	25

By regions

Region	Percent
Asia	31
Northern America	20
Western Europe	19
Southern Europe	8
Eastern Europe	8
Northern Europe	7

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Cereal, flour, starch, milk preparations and products	22
Dairy products, eggs, honey, edible animal products	18
Edible fruit, nuts, peel of citrus fruit, melons	12

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	10
Cocoa and cocoa preparations	9
Miscellaneous edible preparations	9
Vegetable, fruit, nut, etc food preparations	7
Sugars and sugar confectionery	6
Edible vegetables and certain roots and tubers	3
Coffee, tea, mate and spices	2
Milling products, malt, starches, inulin, wheat gluten	1
Vegetable plaiting materials, vegetable products nes	1

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

By countries

Country	Percent
USA	11
United Kingdom	10
Germany	6
China	6
Egypt	6
Philippines	4
France	4
Singapore	3

By regions

Region	Percent
Asia	37
Western Europe	16
Northern America	14
Northern Europe	12
Northern Africa	6
Sub-Saharan Africa	5
Eastern Europe	5
Southern Europe	3

Catalogue of Diversification Opportunities 2022

Thailand	3
Indonesia	3
Netherlands	3
Japan	3
United Arab Emirates	3
Viet Nam	3
Others	22

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	
Plastics and articles thereof	(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
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481190) Paper, coated/impregnated/covered/coloured/printed, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Articles of apparel, accessories, knit or crochet	(611593) Hosiery, 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, knit, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8
	(611010) Pullovers, cardigans etc of wool or hair, knit, \$0-23	ES 67.6	NO 51.4	SE 28.5	284.4
	(610130) Mens, boys overcoats, etc, of manmade fibres, knit, \$16-41	JP 94.3	FR 57.2	NL 14.9	246.5
Articles of apparel, accessories, not knit or crochet	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(621290) Corsets, braces and parts thereof, \$28-85	US 81.6	LK 35.7	TH 35.3	195.6
	(620821) Womens, girls nightdress, pyjamas, of cotton, not knit, \$6-17	JP 64.3	AE 23	SA 18.2	149.7

Catalogue of Diversification Opportunities 2022

	(620331) Mens, boys jackets & blazers, wool or hair, not knit, \$0-68	DE 73.9	US 29.1	DK 10.8	138.4
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711290) Waste/scrap, precious metals except pure gold/platinum, \$6-273	IT 930.3	GB 166.9	JP 103.4	1519.7
	(710692) Silver semi-manufactured including gold/platinum plat, \$549-1177	US 36.1	IN 32	SG 21	129.8
	(711711) Cuff-links and studs of base metal, plated or not, \$33-199	PH 1.5	GR 1.1	TH .6	5.5
Articles of iron or steel	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-2	IN 84.5	FI 27.6	PT 26.9	280.8
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
	(730640) Pipes and tubing, stainless steel, welded, \$0-3	FR 118.6	CH 30.6	DE 22	259.9
Miscellaneous articles of base metal	(830990) Stoppers, caps, lids, packing items nes of base metal, \$0-4	CA 259.6	FR 168.4	DE 24.7	676.2
	(830242) Mountings, fittings, of base metal, for furniture, ne, \$0-4	US 168.9	PL 119.9	DE 56	573.9
	(830710) Tubing,flexible, with/without fittings, iron or steel, \$0-10	BR 62.2	ES 17.6	IN 15.8	180.9
	(830890) Clasps/buckles, etc for clothing, footwear, bags etc, \$9-53	IT 22.5	HK 19.7	VN 18.5	171.9

Catalogue of Diversification Opportunities 2022

	(830890) Clasps/buckles, etc for clothing, footwear, bags etc, \$53-119	FR 159.3	IN 3.5	IT 2.1	171.7
Machinery & mech appliance etc	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841430) Compressors for refrigerating equipment, \$0-83	DE 80.7	CZ 80.4	ES 79.7	548.0
	(848299) Bearing parts, nes, \$0-13	FR 441.4	AU 20.6	IT 18.6	534.1
	(847790) Parts of machines for working rubber or plastic, \$0-25	FR 190.3	RO 56.2	DE 21.2	401.0
	(841381) Pumps nes, \$0-60	ES 91.5	IT 21.9	PT 16.4	222.8
Electrical, electronic equipment	(854460) Electric conductors, for over 1,000 volts, nes, \$5-27	US 271.6	PH 142.8	CN 86.1	1021.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850590) Electro-magnets nes and parts of magnetic devices, \$0-20	US 383.4	FR 70	DE 34.6	532.9
	(853720) Electrical control and distribution boards, > 1kV, \$0-18	MY 67.3	IN 32.4	SA 29.1	364.7
Optical, photo, technical, medical, etc apparatus	(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
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

Catalogue of Diversification Opportunities 2022

	(902119) Orthopaedic/fracture appliances, nes, \$397-940	DE 278.2	NL 92.9	NO 18.1	494.5
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2

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	
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$0-1	FR 54.6	RU 22.4	CA 15.7	127.4
Coffee, tea, mate and spices	(091091) Mixtures of spices, \$3-10	DE 20.3	MY 18.6	AE 11.2	95.7
	(090910) Anise or badian seeds, \$2-8	IN 11.5	DE 5	NL 2.8	37.6
	(090220) Tea, green (unfermented) in packages > 3 kg, \$4-24	VN 9.2	NE 5.5	FR 2.4	30.3
	(090620) Cinnamon and cinnamon-tree flowers crushed or ground, \$3-10	US 6.8	DE 2.2	PT .8	15.7

Catalogue of Diversification Opportunities 2022

	(091030) Turmeric (curcuma), \$2-9	IN 2.5	US 2.1	AU 1.9	13.6
Milling products, malt, starches, inulin, wheat gluten	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120999) Seed, fruits and spores for sowing, nes, \$6-139	NL 4.9	JP 4.6	AU 3.8	35.3
Vegetable plaiting materials, vegetable products nes	(140490) Vegetable products nes, \$0-5	CA 8.5	US 8.4	LK 7.1	60.7
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150990) Olive oil, fractions, refined, not chemically modifie, \$2-7	NL 2.9	SE 2.1	MY .7	10.7
	(152110) Vegetable waxes except triglycerides, \$4-16	DE 2	ES .8	BE .7	8.0
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

Catalogue of Diversification Opportunities 2022

	(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	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180500) Cocoa powder, unsweetened, \$2-6	US 63.9	CN 31.5	NL 16.6	223.3
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, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190230) Pasta except uncooked or stuffed, \$1-3	CA 33.7	NL 33.4	CN 33	357.0
	(190590) Communion wafers, rice paper, bakers wares nes, \$5-10	FR 48.5	CA 14.2	HK 7.7	118.6
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200811) Ground-nuts otherwise prepared or preserved, \$2-5	US 63.3	RO 11.9	SA 4.4	117.7
	(200710) Homogenised jams, jellies, etc, \$2-6	GB 10.6	RU 6.3	PT 3.3	49.7
	(200551) Beans, shelled, prepared/preserved, not frozen/vinega, \$1-2	US 8.9	KR 5.3	BE 2.3	28.3

Catalogue of Diversification Opportunities 2022

Miscellaneous preparations	edible	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
		(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(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
		(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Beverages, spirits and vinegar		(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Bosnia Herzegovina

Basic statistics

Current diversification (number of products)	6,465	Potential new products more complex (percentage)	81
Potential new products	3,121	Export opportunity in more complex products (percentage)	64
Potential new products more complex than the country's average	2,532	Import replacement opportunity in more complex products (percentage)	58

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	26
Organic chemicals	10
Machinery & mech appliance etc	7
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Vehicles other than railway, tramway	6
Electrical, electronic equipment	5
Plastics and articles thereof	3
Pharmaceutical products	2
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	28

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

By countries

Country	Percent
China	34
USA	9
Germany	5
France	4
India	3
United Kingdom	3
Others	20

By regions

Region	Percent
Asia	56
Western Europe	15
Northern America	10
Northern Europe	5
Southern Europe	4
Eastern Europe	4
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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	11
Meat and edible meat offal	11
Dairy products, eggs, honey, edible animal product nes	10
Animal,vegetable fats and oils, cleavage products, etc	9
Cereal, flour, starch, milk preparations and products	7
Vegetable, fruit, nut, etc food preparations	7
Cereals	6

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Cocoa and cocoa preparations	5
Meat, fish and seafood food preparations nes	4
Milling products, malt, starches, inulin, wheat gluten	4
Live animals	4
Beverages, spirits and vinegar	4
Residues, wastes of food industry, animal fodder	3
Sum of others with smaller share	9

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

By countries

Country	Percent
Germany	14
China	12
USA	8
United Kingdom	5
Japan	5
Netherlands	4
China, Hong Kong SAR	3
Rep. of Korea	3
France	3

By regions

Region	Percent
Asia	36
Western Europe	24
Northern Europe	12
Northern America	10
Eastern Europe	7
Southern Europe	6

Spain	3
Others	23

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3
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

Catalogue of Diversification Opportunities 2022

	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(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
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Plastics and articles thereof	(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
	(390930) Amino-resins nes, in primary forms, \$0-1	FR 104.2	VN 92.2	TR 65.1	495.5
	(390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3	US 92.4	TR 43.5	IN 42	375.7
	(390330) Acrylonitrile-butadiene-styrene (ABS) copolymers, \$0-1	TR 118.8	MY 69.1	CA 24.2	290.9
	(391190) Polysulphides, polysulphones etc, nes in primary form, \$3-10	MY 55.5	JP 34.2	BE 23.1	255.2

Catalogue of Diversification Opportunities 2022

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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(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
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
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(848350) Flywheels and pulleys including pulley blocks, \$0-11	US 578.1	CN 3.9	UZ 2.1	590.7
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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

Catalogue of Diversification Opportunities 2022

	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
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
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
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
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4

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	
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	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
	(030710) Oysters, \$6-13	US 5.8	CN 3.8	DE 3.1	28.2
Dairy products, eggs, honey, edible animal product nes	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4

Catalogue of Diversification Opportunities 2022

	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
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
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
	(100810) Buckwheat, \$2-5	SE .1	QA .1	DK .1	0.7
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5

Catalogue of Diversification Opportunities 2022

	(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
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
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
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(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
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
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$0-1	FR 56.3	PT 28.4	BR 16.4	176.7
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0

Catalogue of Diversification Opportunities 2022

Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230240) Cereal bran, sharps, residue except maize, wheat, ric, \$0-3	CN 4.1	DE 1.5	LU 1.3	12.6

Botswana

Basic statistics

Current diversification (number of products)	3,150	Potential new products more complex (percentage)	71
Potential new products	4,302	Export opportunity in more complex products (percentage)	42
Potential new products more complex than the country's average	3,060	Import replacement opportunity in more complex products (percentage)	46

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Organic chemicals	8
Iron and steel	7
Electrical, electronic equipment	7
Pharmaceutical products	7
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	6
Vehicles other than railway, tramway	6
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	35

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

By countries

Country	Percent
USA	11
China	10
Germany	8
France	6
United Kingdom	4
Italy	4
Thailand	4
Rep. of Korea	3
Japan	3
Netherlands	3
Canada	3
India	3
Others	27

By regions

Region	Percent
Asia	37
Western Europe	21
Northern America	14
Northern Europe	7
Southern Europe	7
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
Cereals	21
Animal,vegetable fats and oils, cleavage products, etc	10

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	9
Dairy products, eggs, honey, edible animal product nes	9
Edible fruit, nuts, peel of citrus fruit, melons	9
Cereal, flour, starch, milk preparations and products	7
Meat and edible meat offal	6
Milling products, malt, starches, inulin, wheat gluten	4
Vegetable, fruit, nut, etc food preparations	4
Meat, fish and seafood food preparations nes	3
Sugars and sugar confectionery	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Lac, gums, resins, vegetable saps and extracts nes	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	7

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

By countries

Country	Percent
China	13
Germany	11
USA	10
Viet Nam	5

By regions

Region	Percent
Asia	40
Western Europe	20
Northern America	11
Northern Europe	9

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	5	Southern Europe	5
France	4	Eastern Europe	4
United Kingdom	4	South America	3
Sri Lanka	3	Sub-Saharan Africa	3
Netherlands	3		
Others	27		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$36-261	RU 88.3	CA 29.3	ES 20.7	285.4
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1

Catalogue of Diversification Opportunities 2022

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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870390) Automobiles including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(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	(030371) Sardines, brisling, sprats, frozen, whole, \$0-2	TH 48.4	CI 10.2	PH 9.4	120.4

Catalogue of Diversification Opportunities 2022

	(030549) Smoked fish & fillets other than herrings or salmon, \$6-21	DE 55.7	SE 9.9	IT 6	99.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$4-7	CN 51.2	FR 29.7	AU 6.9	100.5
	(081310) Apricots, dried, \$2-6	BY 13.7	NL 8.1	NZ 2.6	32.6
	(081120) Rasp-, mul-berries, etc (uncooked, steam, boil),froze, \$1-4	BA 3.9	BE 3.2	FI 2.9	24.6

Catalogue of Diversification Opportunities 2022

Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(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
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(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
	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
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

Catalogue of Diversification Opportunities 2022

	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6

Catalogue of Diversification Opportunities 2022

Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
	(170112) Raw sugar, beet, \$0-2	KE 7.6	FR 2.2	MU 1.9	14.2
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
	(200960) Grape juice or must not fermented or spirited, \$1-2	CA 6.1	SA 5	JP 2.7	31.4
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-0	DK 5.6	RO 3.7	HU 3.4	30.1

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4

Bouvet Island

Basic statistics

Current diversification (number of products)	43	Potential new products more complex (percentage)	44
Potential new products	1,387	Export opportunity in more complex products (percentage)	9
Potential new products more complex than the country's average	608	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
Machinery & mech appliance etc	10
Plastics and articles thereof	9
Paper & paperboard, articles of pulp, paper and board	9
Electrical, electronic equipment	6
Articles of iron or steel	5
Pearls, precious stones, metals, coins, etc	4
Articles of apparel, accessories, knit or crochet	4
Miscellaneous chemical products	3
Other made textile articles, sets, worn clothing etc	3
Optical, photo, technical, medical, etc apparatus	3
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	18
France	8
China	7
Germany	6
United Kingdom	4
Russian Federation	3
Japan	3
Italy	3
Thailand	3
Others	26

By regions

Region	Percent
Asia	31
Western Europe	20
Northern America	20
Eastern Europe	9
Northern Europe	7
Southern Europe	6

South AmerBy coun

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Cocoa and cocoa preparations	27
Dairy products, eggs, honey, edible animal products	19
Cereal, flour, starch, milk preparations and products	14
Edible fruit, nuts, peel of citrus fruit, melons	12

Catalogue of Diversification Opportunities 2022

Animal, vegetable fats and oils, cleavage products, etc	8
Vegetable, fruit, nut, etc food preparations	6
Live trees, plants, bulbs, roots, cut flowers etc	5
Edible vegetables and certain roots and tubers	4
Miscellaneous edible preparations	2
Sugars and sugar confectionery	2
Cereals	1
Milling products, malt, starches, inulin, wheat gluten	1

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

By countries

Country	Percent
USA	11
United Kingdom	10
United Arab Emirates	9
Russian Federation	9
France	6
Japan	5
Germany	4
Singapore	3
China	3

By regions

Region	Percent
Asia	32
Northern Europe	16
Western Europe	16
Eastern Europe	13
Northern America	13
Southern Europe	5

Catalogue of Diversification Opportunities 2022

Thailand	3
Netherlands	3
Denmark	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	
Miscellaneous chemical products	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
	(380840) Disinfectants, packaged for retail sale, \$2-8	CA 96.9	CN 45.7	GB 22	335.7
	(380210) Activated carbon, \$0-2	US 48.9	FR 43	DE 32.5	226.2
Plastics and articles thereof	(390690) Acrylic polymers nes, in primary forms, \$1-5	RU 119.4	TH 72	SA 61.4	691.6
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1

Catalogue of Diversification Opportunities 2022

	(390799) Polyesters nes, in primary forms, \$2-6	NL 182.1	TH 70.8	MY 26.2	504.0
	(390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$0-2	DE 229.4	CN 53.7	PL 32.3	400.7
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
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481950) Containers, packing, nes of paper, \$2-11	IT 133.4	CA 47.9	ID 23.4	319.6
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$0-2	FR 71.3	BE 60.9	GB 50.8	316.8
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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610120) Mens, boys overcoats, etc, of cotton, knit, \$12-32	FR 61.3	JP 17.5	IT 15.2	169.0
	(611593) Hosiery nes, synthetic fibres, knit, \$0-16	FR 49.8	BR 16.2	AT 11	135.7
	(610722) Mens, boys nightshirts or pyjamas, manmade fibre, kni, \$4-14	JP 64.7	GB 13.5	FR 11.4	128.5
Other made textile articles, sets, worn clothing etc	(630140) Blankets (except electric) & travel rugs, synth fibre, \$5-18	US 1179.6	BE 5.4	DE 2.9	1215.2

Catalogue of Diversification Opportunities 2022

	(630392) Curtains drapes blinds valances, synth fibre, not kni, \$0-9	FR 105.4	GB 35.1	PL 21.5	275.1
	(630222) Bed linen, of manmade fibres, printed, not knit, \$6-16	US 240.8	KR 2.5	NZ 1.2	251.9
	(630493) Furnishing articles nes, synth fibre,not knit, croche, \$8-27	US 176.9	SI 9.4	PK 5.7	214.5
	(630491) Textile furnishing articles nes, knit or crochet, \$6-24	US 55.9	GB 8.8	JP 3.7	101.6
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711311) Jewellery and parts, silver, including plated silver, \$0-514	US 295.5	CN 237.5	FR 46.2	651.2
	(711719) Imitation jewellery nes of base metal including plate, \$223-506	FR 180.4	DE 32.1	IT 27	314.8
	(711590) Articles of, or clad with, precious metal nes, \$0-55	CN 281.5	PL 10.2	FR 10	311.1
	(711590) Articles of, or clad with, precious metal nes, \$55-1121	MY 123.9	HK 7.2	KR 5.9	173.9
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730210) Railway/tramway rails, iron or steel, \$0-4	SE 37.7	BY 34	IN 30	262.2
	(730300) Tubes, pipes and hollow profiles, of cast iron, \$1-11	LK 64.7	CA 25	KW 21.5	250.1

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(840820) Engines, diesel, for motor vehicles, \$0-771	US 242	GB 208.1	SK 149.8	776.2
	(848340) Gearing, ball screws, speed changers, torque converters, \$29-846	CN 477.1	AR 61.4	AU 43.2	642.7
	(841430) Compressors for refrigerating equipment, \$0-83	DE 80.7	CZ 80.4	ES 79.7	548.0
	(846693) Parts, accessories, metal cutting machine tools, \$0-25	FR 199.9	CZ 67.3	US 30.2	394.9
Electrical, electronic equipment	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850151) AC motors, multi-phase, of an output < 750 Watts, \$156-652	DE 141	IT 105.2	US 93.8	631.0
	(850511) Metal permanent magnets, articles intended as magnets, \$14-68	PH 206.2	TH 69.3	DK 41.2	473.5
	(850131) DC motors, DC generators, of an output < 750 watts, \$0-35	PT 70	CZ 63.8	IT 52.4	339.3
	(851821) Single loudspeakers, mounted in enclosure, \$0-16	DE 163.5	ES 21.9	NL 19.3	288.3
Optical, photo, technical, medical, etc apparatus	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(901850) Ophthalmic instruments and appliances, \$104-397	US 77.5	JP 37.7	KR 21.4	338.3
	(900219) Objective lenses, nes, \$151-910	HK 226.3	JP 29.3	US 19.2	320.6
	(902119) Orthopaedic/fracture appliances, nes, \$0-35	IT 53.3	FR 53	DE 12.6	182.9

Catalogue of Diversification Opportunities 2022

	(903090) Parts & accessories, electrical measuring instruments, \$0-114	MY 77.6	IT 12.9	FR 10.8	140.0
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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	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
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
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071021) Peas, frozen, uncooked steamed or boiled, \$0-1	GB 10.2	US 6.3	CN 4.7	44.6
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
Edible fruit, nuts, peel of citrus fruit, melons	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2

Catalogue of Diversification Opportunities 2022

	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080930) Peaches, nectarines, fresh, \$1-2	RU 38.1	BY 36.6	KZ 22.4	168.4
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
Coffee, tea, mate and spices	(090412) Pepper of the genus Piper, crushed or ground, \$11-24	US .7	IE .3	SG .3	3.6
Cereals	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
Milling products, malt, starches, inulin, wheat gluten	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170240) Glucose including syrup of 20%-50% dry weight fructos, \$0-3	US .8	ZM .7	JP .6	5.9
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200600) Fruits, nuts, fruit-peel, etc preserved by sugar, \$2-7	CN 22.9	IE 9.6	DE 6.6	55.5
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1

Br. Indian Ocean Terr.

Basic statistics

Current diversification (number of products)	251	Potential new products more complex (percentage)	68
Potential new products	2,980	Export opportunity in more complex products (percentage)	25
Potential new products more complex than the country's average	2,017	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
Machinery & mech appliance etc	10
Plastics and articles thereof	10
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Iron and steel	4
Miscellaneous chemical products	3
Organic chemicals	3
Articles of iron or steel	3
Articles of apparel, accessories, knit or crochet	3
Sum of others with smaller share	46

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

By countries

Country	Percent
USA	16
France	8
Germany	5
China	5
Thailand	5
United Kingdom	4
Russian Federation	3
Italy	3
Netherlands	3
Japan	3
Others	27

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
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	18
Dairy products, eggs, honey, edible animal products	18
Cereal, flour, starch, milk preparations and products	10

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	10
Vegetable, fruit, nut, etc food preparations	8
Animal,vegetable fats and oils, cleavage products, etc	6
Meat and edible meat offal	6
Miscellaneous edible preparations	5
Edible vegetables and certain roots and tubers	4
Meat, fish and seafood food preparations nes	3
Sugars and sugar confectionery	3
Cereals	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Products of animal origin, nes	2
Sum of others with smaller share	5

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

By countries

Country	Percent
USA	13
China	8
Russian Federation	6
Germany	6
France	6

By regions

Region	Percent
Asia	34
Western Europe	19
Northern America	15
Northern Europe	10
Eastern Europe	10

Catalogue of Diversification Opportunities 2022

United Kingdom	6	Southern Europe	6
Netherlands	4		
Italy	4		
Japan	3		
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, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

Catalogue of Diversification Opportunities 2022

	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Articles of apparel,	(611593) Hosiery nes, synthetic fibres, knit, \$16-47	US 1437.8	GB 15.2	NL 14.3	1525.8

Catalogue of Diversification Opportunities 2022

accessories, knit or crochet					
	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4

Catalogue of Diversification Opportunities 2022

	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
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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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
Dairy products, eggs, honey, edible animal products nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1

Catalogue of Diversification Opportunities 2022

	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(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	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10	IT 276.8	DE 62	ES 15.6	444.8
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2

Catalogue of Diversification Opportunities 2022

	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0

Catalogue of Diversification Opportunities 2022

	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

		(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
		(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 preparations	edible	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
		(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
		(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1

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Basic statistics

Current diversification (number of products)	1,153	Potential new products more complex (percentage)	77
Potential new products	4,165	Export opportunity in more complex products (percentage)	50
Potential new products more complex than the country's average	3,218	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	7
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Vehicles other than railway, tramway	5
Iron and steel	5
Paper & paperboard, articles of pulp, paper and board	3
Articles of iron or steel	3
Pharmaceutical products	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	14
France	7
China	6
Germany	6
Thailand	4
United Kingdom	4
India	3
Rep. of Korea	3
Netherlands	3
Russian Federation	3
Japan	3
Belgium	3
Italy	3
Others	29

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	15
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
Dairy products, eggs, honey, edible animal products	18

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	17
Cereals	9
Vegetable, fruit, nut, etc food preparations	9
Beverages, spirits and vinegar	7
Cocoa and cocoa preparations	7
Animal,vegetable fats and oils, cleavage products, etc	5
Cereal, flour, starch, milk preparations and products	4
Meat, fish and seafood food preparations nes	4
Meat and edible meat offal	4
Miscellaneous edible preparations	3
Edible vegetables and certain roots and tubers	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	12
China	8
United Kingdom	7

By regions

Region	Percent
Asia	33
Western Europe	18
Northern America	14

Catalogue of Diversification Opportunities 2022

Russian Federation	7	Eastern Europe	11
Germany	6	Northern Europe	11
Netherlands	4	Southern Europe	5
France	4		
Italy	3		
Viet Nam	3		
United Arab Emirates	3		
Japan	3		
China, Hong Kong SAR	3		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8

Catalogue of Diversification Opportunities 2022

	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8

Catalogue of Diversification Opportunities 2022

	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
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
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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

Catalogue of Diversification Opportunities 2022

	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3	US 18.7	CH 15.5	SE 4.3	57.5
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7

Catalogue of Diversification Opportunities 2022

	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1

Catalogue of Diversification Opportunities 2022

	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6

Catalogue of Diversification Opportunities 2022

	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220850) Gin and Geneva, \$0-7	FR 37.1	ZA 12.2	RU 11.9	82.2
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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

Catalogue of Diversification Opportunities 2022

	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Brazil

Basic statistics

Current diversification (number of products)	16,281	Potential new products more complex (percentage)	78
Potential new products	1,079	Export opportunity in more complex products (percentage)	61
Potential new products more complex than the country's average	841	Import replacement opportunity in more complex products (percentage)	55

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Organic chemicals	12
Optical, photo, technical, medical, etc apparatus	10
Inorganic chemicals, precious metal compound, isotopes	8
Pharmaceutical products	6
Iron and steel	5
Mineral fuels, oils, distillation products, etc	4
Electrical, electronic equipment	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Animal,vegetable fats and oils, cleavage products, etc	3
Sum of others with smaller share	32

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

By countries

Country	Percent
USA	16
China	9
France	4
Germany	4
Russian Federation	4
United Kingdom	4
Rep. of Korea	4
Belgium	3
Japan	3
Netherlands	3
India	3
Singapore	3
Canada	3
Others	28

By regions

Region	Percent
Asia	36
Northern America	19
Western Europe	16
Northern Europe	9
Eastern Europe	8
Southern Europe	7
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
Fish, crustaceans, molluscs, aquatic invertebrates nes	23

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	21
Cereals	19
Dairy products, eggs, honey, edible animal product nes	11
Milling products, malt, starches, inulin, wheat gluten	10
Products of animal origin, nes	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Meat and edible meat offal	3
Meat, fish and seafood food preparations nes	2
Residues, wastes of food industry, animal fodder	1

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

By countries

Country	Percent
China	15
USA	9
China, Hong Kong SAR	7
Finland	7
Netherlands	5
Belgium	5
Germany	4
Spain	4

By regions

Region	Percent
Asia	39
Northern Europe	17
Western Europe	17
Northern America	11
Southern Europe	7
Eastern Europe	5

Catalogue of Diversification Opportunities 2022

United Kingdom	4
Viet Nam	3
Thailand	3
Rep. of Korea	3
Others	18

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	
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(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
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7

Catalogue of Diversification Opportunities 2022

	(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
	(151000) Olive oil, fractions, blends, not chemically modified, \$1-5	QA 1.5	DK .7	NL .7	6.7
Mineral fuels, oils, distillation products, etc	(270400) Coke, semi-coke of coal, lignite, peat & retort carbo, \$0-0	KZ 232.3	GB 149.8	ID 138.3	862.4
	(271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0	BE 188.5	HU 30.8	CZ 17.3	259.9
	(270810) Pitch, \$0-1	US 89.1	BR 19.9	AU 14.4	167.7
	(270300) Peat (including peat litter), \$0-0	PL 6.5	RO 6.4	TR 6.3	53.0
	(270730) Xylole, \$0-2	FR 4.9	CH 4.2	IT 3.1	24.4
Inorganic chemicals, precious metal compound, isotopes	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(283691) Lithium carbonates, \$0-11	CN 80.3	NL 75.5	JP 40.3	222.0
	(283526) Calcium phosphates except hydrogen-orthophosphate, \$0-0	FR 23.8	SA 20.8	BR 14.4	132.6
	(283311) Disodium sulphate, \$0-0	BR 48.1	CZ 9.7	GT 6.9	115.6
Organic chemicals	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7

Catalogue of Diversification Opportunities 2022

	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
	(290110) Saturated acyclic hydrocarbons, \$0-1	CN 62.6	JP 55.4	EE 24.1	203.2
	(291030) 1-chloro-2,3-epoxypropane(epichlorohydrin), \$0-1	IN 81	KR 55.3	US 25.9	203.1
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$1083-2699	CN 9.8	FR 2.3	GB 1.8	25.1
Iron and steel	(720310) Ferrous products from direct reduction of iron ore, \$0-5	CN 307.1	UZ 76.7	AT 63.8	520.0
	(721310) Hot rolled bar/rod grooved iron or non-alloy steel in irregular coils, \$0-0	AT 80.5	YE 63.1	SG 22.9	262.7
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$1-1	ID 100.2	KR 7.4	MA 6.7	165.1
	(721230) Flat rolled iron or non-alloy steel, <600mm, coated with zinc, nes, \$0-0	AT 23.1	BE 19.5	FR 14.1	127.3
	(722699) Flat rolled alloy-steel, <600mm wide, nes, \$0-1	SE 23.3	CA 10.9	LK 10.7	80.2
Machinery & mech appliance etc	(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

Catalogue of Diversification Opportunities 2022

	(847050) Cash registers, \$784-1765	US 253.1	GB 48.2	CA 15	340.1
	(844350) Printing machinery nes, \$13408-33108	US 231.8	BR 17.9	BE 9.6	297.8
	(843311) Mowers, powered, lawn, with horizontal cutting device, \$829-1896	CA 177	US 31.2	SE 23.6	272.5
Electrical, electronic equipment	(854020) Television camera tubes and other photo-cathode tubes, \$197-2008	US 76.4	GR 17	GB 7.8	112.8
	(853180) Electric sound or visual signalling apparatus, nes, \$159-387	US 85.8	BR 4.8	CO 1.6	94.7
	(850423) Liquid dielectric transformers > 10,000 KVA, \$0-2387	KW 44.9	MY 24.5	MM 4.8	89.9
	(850422) Liquid dielectric transformers 650-10,000KVA, \$0-5496	CA 41	ES 9.7	GB 6.9	84.1
	(851710) Telephone sets, \$343-1178	SK 83.1	US .2	IN .2	84.1
Optical, photo, technical, medical, etc apparatus	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6
	(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
	(901020) Equipment for photographic laboratories nes, \$189-17304	SG 85	JP 64	TH 61.4	309.7
	(900661) Photographic discharge lamp flashlight apparatus, \$0-113	CN 153.8	DE 6.7	CA 3	173.7

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	(020630) Swine edible offal, fresh or chilled, \$0-2	NL 30	SE 17.7	DE 6.5	73.3
	(020319) Swine cuts, fresh or chilled, nes, \$4-8	KR 50.2	CH 10.2	SG 5.5	71.1
	(020810) Rabbit or hare meat, offal, fresh, chilled or frozen, \$4-8	NL 3.2	US 3	CZ 2.6	10.7
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(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
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
	(040490) Natural milk products nes, \$17-49	FR 9.3	JP .8	NG .2	10.7
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2

Catalogue of Diversification Opportunities 2022

	(040811) Egg yolks dried, \$9-10	FR .5	ES .5	DO .2	1.4
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
Edible vegetables and certain roots and tubers	(070970) Spinach fresh or chilled, \$5-11	DK .8	DO .3	HK .2	2.3
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(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
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(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
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9

Catalogue of Diversification Opportunities 2022

Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$42-104	ID .7	NG .1	MY .1	1.0
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(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
	(151000) Olive oil, fractions, blends, not chemically modified, \$1-5	QA 1.5	DK .7	NL .7	6.7
Meat, fish and seafood food preparations nes	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
	(160411) Salmon prepared or preserved, not minced, \$0-6	DK 6.2	ES 1.2	UA 1.1	14.7
	(160242) Swine shoulders & cuts thereof, prepared or preserved, \$3-7	CA 3.4	NO 2	BE 1.3	10.7
Sugars and sugar confectionery	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
Vegetable, fruit, nut, etc food preparations	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$2-4	NL 3.5	FR 1.5	DE 1.3	8.7

Catalogue of Diversification Opportunities 2022

	(200860) Cherries, otherwise prepared or preserved, \$63-149	FI 0	DK 0	CN 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

Brunei Darussalam

Basic statistics

Current diversification (number of products)	1,556	Potential new products more complex (percentage)	75
Potential new products	4,097	Export opportunity in more complex products (percentage)	41
Potential new products more complex than the country's average	3,087	Import replacement opportunity in more complex products (percentage)	29

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Electrical, electronic equipment	8
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	6
Pharmaceutical products	6
Organic chemicals	5
Iron and steel	5
Miscellaneous chemical products	3
Vehicles other than railway, tramway	3
Articles of iron or steel	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	13
China	8
France	6
Germany	6
Thailand	4
Netherlands	4
Italy	3
Japan	3
India	3
United Kingdom	3
Rep. of Korea	3
Others	27

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	15
Northern Europe	7
Southern Europe	7
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	18
Edible fruit, nuts, peel of citrus fruit, melons	17

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	13
Cereal, flour, starch, milk preparations and products	9
Vegetable, fruit, nut, etc food preparations	8
Animal,vegetable fats and oils, cleavage products, etc	5
Tobacco and manufactured tobacco substitutes	4
Cocoa and cocoa preparations	4
Meat, fish and seafood food preparations nes	3
Sugars and sugar confectionery	3
Miscellaneous edible preparations	3
Milling products, malt, starches, inulin, wheat gluten	2
Cereals	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	6

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

By countries

Country	Percent
China	17
USA	14
Germany	6
United Kingdom	6

By regions

Region	Percent
Asia	42
Western Europe	16
Northern America	15
Northern Europe	10

Catalogue of Diversification Opportunities 2022

Netherlands	4	Eastern Europe	7
Russian Federation	4	Southern Europe	5
France	4		
China, Hong Kong SAR	4		
Japan	3		
Italy	3		
United Arab Emirates	3		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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

Catalogue of Diversification Opportunities 2022

	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3

Catalogue of Diversification Opportunities 2022

	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7

Catalogue of Diversification Opportunities 2022

	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
	(070390) Leeks & other alliaceous vegetables, fresh or chilled, \$1-5	SE 7.4	NO 4.8	DE 3.7	38.1
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4

Catalogue of Diversification Opportunities 2022

	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
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
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Bulgaria

Basic statistics

Current diversification (number of products)	14,128	Potential new products more complex (percentage)	89
Potential new products	956	Export opportunity in more complex products (percentage)	81
Potential new products more complex than the country's average	853	Import replacement opportunity in more complex products (percentage)	77

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	18
Organic chemicals	15
Electrical, electronic equipment	9
Pharmaceutical products	9
Miscellaneous chemical products	8
Optical, photo, technical, medical, etc apparatus	6
Inorganic chemicals, precious metal compound, isotopes	6
Iron and steel	4
Vehicles other than railway, tramway	3
Rubber and articles thereof	2
Sum of others with smaller share	19

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

By countries

Country	Percent
USA	13
China	6
Germany	6
India	6
France	5
Japan	5
Singapore	5
Italy	4
Rep. of Korea	4
Switzerland	4
Russian Federation	3
Canada	3
United Kingdom	3
Others	23

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	16
Southern Europe	8
Northern Europe	6
Eastern Europe	6

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Tobacco and manufactured tobacco substitutes	35

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	23
Animal,vegetable fats and oils, cleavage products, etc	14
Dairy products, eggs, honey, edible animal product nes	10
Fish, crustaceans, molluscs, aquatic invertebrates nes	9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Meat, fish and seafood food preparations nes	2
Milling products, malt, starches, inulin, wheat gluten	2
Vegetable plaiting materials, vegetable products nes	1
Products of animal origin, nes	1

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

By countries

Country	Percent
Japan	45
France	11
USA	9
Belgium	4
Germany	4
Singapore	4
Latvia	3
Others	6

By regions

Region	Percent
Asia	56
Western Europe	20
Northern America	9
Northern Europe	8
Eastern Europe	4

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
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
	(284330) Gold compounds, \$0-527	CN 89.7	MY 4.3	AE 2	94.5
	(282300) Titanium oxides, \$0-2	VN 38.3	BE 8.2	FI 4.5	74.4
	Organic chemicals	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9
(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848		IT 305.4	DE 236.5	CH 111.6	696.0
(293490) Heterocyclic compounds, nes, \$1397-5698		US 300.4	GB 135.1	CH 29.6	509.6
(293359) Heterocyclic compounds with pyrimidine ring nes, \$34-398		DE 88.9	BR 51.9	IT 43.3	450.0
(293290) Heterocyclic compound, oxygen hetero-atom(s) only, nes, \$204-483		FR 57.3	US 22.8	SE 8.7	130.6
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5

Catalogue of Diversification Opportunities 2022

	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300510) Medical dressings etc. having an adhesive layer, \$144-371	US 70.7	DE 37.6	AE 8.4	159.2
	(300410) Penicillins and streptomycins, derivs, in dosage, \$243-730	GB 7.4	CZ 5.7	QA 3.9	30.3
	(300650) First-aid boxes and kits, \$40-88	GB 1.1	FR 1	NO .8	4.6
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$0-3	NL 114.7	CN 90.3	GB 56.4	452.3
	(381800) Chemical element/compound wafers doped for electronic, \$0-45	MY 225	PH 57.5	CN 37.9	365.9
	(381519) Supported catalysts, except nickel or precious metal, \$0-5	CA 56.2	FR 36.4	AE 33.8	186.5
	(380810) Insecticides, packaged for retail sale, \$81-215	AR 16.7	RW 11.3	FR 10	86.5
Rubber and articles thereof	(401199) Pneumatic tyres new of rubber nes, \$497-1170	ID 207.4	JP 43.4	BR 28.8	365.8
	(400219) Styrene-butadiene rubber (SBR/XSBR) except latex, \$0-1	VN 98.6	NL 39.3	LK 21.6	213.3
	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$0-2	BE 59.2	CN 51.8	US 43	208.0
	(400220) Butadiene rubber (BR), \$0-1	IN 70.3	VN 24.6	LU 14.6	156.8

Catalogue of Diversification Opportunities 2022

	(401191) Pneumatic tyres new of rubber nes, herring-bone tread, \$365-693	DK 7.8	ES 6.1	CH 3.1	33.1
Iron and steel	(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
	(720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 3-4.75mm, nes, \$0-0	ID 65.1	DK 15.7	DE 14.2	113.8
	(721733) Wire, iron or non-alloy steel, of base metal plated/coated nes, >0.6%C, \$0-1	JP 14.1	RO 13.1	DE 13	103.1
	(722610) Flat rolled silicon-electrical steel, <600mm wide, \$1-2	FR 23.1	DE 19	AT 12.2	97.9
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9
	(841810) Combined refrigerator-freezers, two door, \$1081-2714	US 307.3	FI 17.8	HK 9.4	341.4
	(843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$6501-85467	CL 53.3	NL 40.3	FR 30.9	337.6
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8

Catalogue of Diversification Opportunities 2022

	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
	(850153) AC motors, multi-phase, of an output > 75 kW, \$17560-40915	DE 107.2	CH 38.9	PL 25.1	229.4
	(853120) Indicator panels incorporating electronic displays, \$348-846	PH 187.1	CH 1.6	CL 1.1	193.3
Vehicles other than railway, tramway	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331	US 198.4	SE 10.8	NO 8.1	248.5
	(870323) Automobiles, spark ignition engine of 1500-3000 cc, \$0-9948	ZA 138			138.0
	(870432) Spark ignition engine trucks weighing > 5 tonnes, \$46252-98848	PT 34.2	UZ 16.3	BG 4	73.5
	(871491) Bicycle frames and forks, and parts thereof, \$98-229	FR 12.7	US 5.3	JP 1.5	26.1
Optical, photo, technical, medical, etc apparatus	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6
	(903140) Optical instruments and appliances, nes, \$4859-11859	US 117.7	SG 109.1	HK 62.6	358.6
	(902230) X-ray tubes, \$4397-22057	FR 91.2	RU 25.8	NL 7.5	175.8
	(902830) Electricity supply, production and calibrating meters, \$521-1630	IT 154.9	SG 2.8	CN 2.5	167.9

Catalogue of Diversification Opportunities 2022

	(900390) Parts of frames and mountings for spectacles etc, \$298-681	IT 87.3	FR 26.7	CN 24.4	161.4
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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	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020610) Bovine edible offal, fresh or chilled, \$0-2	IE .9	KM .5	DE .4	3.6
	(020690) Sheep, goat, ass, mule, hinnie edible offal, frozen, \$0-1	NL .3	FR .3	BE .2	1.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
Dairy products, eggs, honey, edible animal product nes	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
Products of animal origin, nes	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
Milling products, malt, starches, inulin, wheat gluten	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9

Catalogue of Diversification Opportunities 2022

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
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$15-56	KR 28.8	UA 4.9	FR 3.4	45.9
Meat, fish and seafood food preparations nes	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$2-5	ES .6	BE .5	JP .5	3.2
Miscellaneous edible preparations	(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9
Residues, wastes of food industry, animal fodder	(230250) Bran, sharps and other residues of leguminous plants, \$3-4	CH .2	DE .1	JP 0	0.3
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

Burkina Faso

Basic statistics

Current diversification (number of products)	1,414	Potential new products more complex (percentage)	76
Potential new products	3,974	Export opportunity in more complex products (percentage)	43
Potential new products more complex than the country's average	3,017	Import replacement opportunity in more complex products (percentage)	42

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	7
Optical, photo, technical, medical, etc apparatus	7
Organic chemicals	5
Iron and steel	5
Vehicles other than railway, tramway	5
Paper & paperboard, articles of pulp, paper and board	4
Wood and articles of wood, wood charcoal	3
Articles of iron or steel	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	14
Germany	7
China	7
France	7
Thailand	4
United Kingdom	4
Italy	3
Rep. of Korea	3
Netherlands	3
Canada	3
Japan	3
India	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	17
Northern Europe	7
Eastern 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
Dairy products, eggs, honey, edible animal products	17
Edible fruit, nuts, peel of citrus fruit, melons	12

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	10
Vegetable, fruit, nut, etc food preparations	9
Residues, wastes of food industry, animal fodder	8
Beverages, spirits and vinegar	6
Animal,vegetable fats and oils, cleavage products, etc	5
Cocoa and cocoa preparations	5
Cereal, flour, starch, milk preparations and products	4
Miscellaneous edible preparations	4
Meat, fish and seafood food preparations nes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Milling products, malt, starches, inulin, wheat gluten	2
Cereals	2
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	8
China	8
Germany	8
United Kingdom	7

By regions

Region	Percent
Asia	35
Western Europe	22
Northern Europe	13
Northern America	10

Catalogue of Diversification Opportunities 2022

Russian Federation	6	Eastern Europe	10
France	5	Southern Europe	5
Netherlands	5		
Japan	4		
United Arab Emirates	3		
Rep. of Korea	3		
Philippines	3		
China, Hong Kong SAR	3		
Italy	3		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5

Catalogue of Diversification Opportunities 2022

	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
Plastics and articles thereof	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(440130) Sawdust, wood waste or scrap, \$0-0	IT 166.6	DK 146.5	BE 109.6	608.4
	(441119) Fibreboard >0.8 g/cm2 worked/surface covered, \$0-0	FR 190.1	US 123.6	ES 27	571.3
	(441119) Fibreboard >0.8 g/cm2 worked/surface covered, \$0-1	VN 29.8	GB 26	NL 22.7	275.0
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
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1

Catalogue of Diversification Opportunities 2022

	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
Iron and steel	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$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
	(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
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7

Catalogue of Diversification Opportunities 2022

	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(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
	(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

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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9

Catalogue of Diversification Opportunities 2022

	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4

Catalogue of Diversification Opportunities 2022

	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120400) Linseed, \$0-3	FR 6.7	DE 3.8	AU 1.2	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6

Catalogue of Diversification Opportunities 2022

	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
Miscellaneous preparations	edible (210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(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
	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4

Burundi

Basic statistics

Current diversification (number of products)	543	Potential new products more complex (percentage)	70
Potential new products	2,836	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	1,991	Import replacement opportunity in more complex products (percentage)	28

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Plastics and articles thereof	10
Electrical, electronic equipment	9
Machinery & mech appliance etc	8
Iron and steel	4
Optical, photo, technical, medical, etc apparatus	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of apparel, accessories, knit or crochet	4
Articles of apparel, accessories, not knit or crochet	3
Organic chemicals	3
Articles of iron or steel	3
Sum of others with smaller share	47

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

By countries

Country	Percent
USA	16
France	7
China	5
Germany	5
Japan	4
Thailand	4
United Kingdom	4
India	3
Russian Federation	3
Rep. of Korea	3
Netherlands	3
Italy	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	19
Northern America	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
Cereal, flour, starch, milk preparations and products	13

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	13
Dairy products, eggs, honey, edible animal products	11
Cocoa and cocoa preparations	11
Edible fruit, nuts, peel of citrus fruit, melons	10
Animal, vegetable fats and oils, cleavage products, etc	9
Vegetable, fruit, nut, etc food preparations	9
Miscellaneous edible preparations	5
Meat, fish and seafood food preparations	4
Edible vegetables and certain roots and tubers	3
Beverages, spirits and vinegar	3
Sugars and sugar confectionery	3
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	2
Residues, wastes of food industry, animal fodder	1
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	14
China	6
Russian Federation	6

By regions

Region	Percent
Asia	33
Western Europe	19
Northern America	16

Catalogue of Diversification Opportunities 2022

United Kingdom	5	Eastern Europe	12
Germany	5	Northern Europe	8
France	5	Southern Europe	5
Japan	5		
Netherlands	4		
United Arab Emirates	4		
Others	26		

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
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5

Catalogue of Diversification Opportunities 2022

	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
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
	(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

Catalogue of Diversification Opportunities 2022

	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

Catalogue of Diversification Opportunities 2022

	(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
Machinery & mech appliance etc	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(840820) Engines, diesel, for motor vehicles, \$0-771	US 242	GB 208.1	SK 149.8	776.2
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
	(851822) Multiple loudspeakers, mounted in single enclosure, \$63-329	AU 174	DE 103.2	RU 83.5	852.4
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(901910) Massage and psychological aptitude-test apparatus, \$14-70	US 370.9	NL 23.9	VN 20.6	518.1

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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14	US 9.1	DE 7.9	JP 5	42.6
Dairy products, eggs, honey, edible animal product nes	(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
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1

Catalogue of Diversification Opportunities 2022

	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070951) Mushrooms, fresh or chilled, \$3-17	US 51	IT 21.1	VN 5.8	108.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
	(080110) Coconuts, fresh or dried, \$1-4	IN 26.4	MO 1.6	PS .6	31.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9

Catalogue of Diversification Opportunities 2022

	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$0-1	FR 132.4	CL 61.3	PL 44.4	384.7
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
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
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7

Catalogue of Diversification Opportunities 2022

	(170240) Glucose including syrup of 20%-50% dry weight fructos, \$0-3	US .8	ZM .7	JP .6	5.9
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
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

Catalogue of Diversification Opportunities 2022

		(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 preparations	edible	(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
		(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(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
Beverages, spirits and vinegar		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
		(220210) Beverage waters, sweetened or flavoured, \$1-3	US 182.5	NL 17.6	CA 9.6	272.5
Residues, wastes of food industry, animal fodder		(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
		(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Cabo Verde

Basic statistics

Current diversification (number of products)	684	Potential new products more complex (percentage)	72
Potential new products	3,533	Export opportunity in more complex products (percentage)	34
Potential new products more complex than the country's average	2,553	Import replacement opportunity in more complex products (percentage)	27

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	10
Electrical, electronic equipment	9
Plastics and articles thereof	9
Pharmaceutical products	6
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	4
Vehicles other than railway, tramway	3
Iron and steel	3
Articles of iron or steel	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	14
France	8
Germany	7
China	5
Netherlands	4
Thailand	4
United Kingdom	4
India	3
Japan	3
Russian Federation	3
Italy	3
Others	27

By regions

Region	Percent
Asia	34
Western Europe	22
Northern America	16
Southern Europe	7
Northern Europe	7
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	20
Edible fruit, nuts, peel of citrus fruit, melons	17

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	10
Animal,vegetable fats and oils, cleavage products, etc	10
Cereal, flour, starch, milk preparations and products	9
Vegetable, fruit, nut, etc food preparations	8
Miscellaneous edible preparations	5
Sugars and sugar confectionery	3
Cereals	3
Meat, fish and seafood food preparations nes	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Edible vegetables and certain roots and tubers	2
Residues, wastes of food industry, animal fodder	2
Lac, gums, resins, vegetable saps and extracts nes	1
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	11
Russian Federation	7
United Kingdom	7
France	6

By regions

Region	Percent
Asia	33
Western Europe	19
Northern America	13
Northern Europe	12

Catalogue of Diversification Opportunities 2022

Netherlands	6	Eastern Europe	11
Germany	5	Southern Europe	6
China, Hong Kong SAR	5		
China	4		
Japan	4		
United Arab Emirates	3		
Italy	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(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
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5

Catalogue of Diversification Opportunities 2022

Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(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
	(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	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
Vehicles other than railway, tramway	(870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866	SA 2774.6	FR 1101.6	DE 545.5	7194.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(871140) Motorcycles, spark ignition engine of 500-800 cc, \$2594-6951	FR 53.7	ES 47	GB 46.8	344.6
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

Catalogue of Diversification Opportunities 2022

	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
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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
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3	US 18.7	CH 15.5	SE 4.3	57.5
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
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

Catalogue of Diversification Opportunities 2022

	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9

Catalogue of Diversification Opportunities 2022

	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1

Catalogue of Diversification Opportunities 2022

	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7

Cambodia

Basic statistics

Current diversification (number of products)	4,454	Potential new products more complex (percentage)	78
Potential new products	3,624	Export opportunity in more complex products (percentage)	53
Potential new products more complex than the country's average	2,817	Import replacement opportunity in more complex products (percentage)	48

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Organic chemicals	8
Vehicles other than railway, tramway	7
Iron and steel	7
Electrical, electronic equipment	7
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	5
Pharmaceutical products	3
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	11
China	9
Germany	7
France	6
United Kingdom	4
Netherlands	3
Rep. of Korea	3
Canada	3
Japan	3
Thailand	3
India	3
Italy	3
Belgium	3
Others	27

By regions

Region	Percent
Asia	36
Western Europe	21
Northern America	14
Eastern Europe	7
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
Meat and edible meat offal	18

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	15
Residues, wastes of food industry, animal fodder	11
Dairy products, eggs, honey, edible animal products	11
Vegetable, fruit, nut, etc food preparations	10
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	6
Animal, vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	4
Cocoa and cocoa preparations	3
Cereals	3
Sugars and sugar confectionery	2
Milling products, malt, starches, inulin, wheat gluten	2
Edible vegetables and certain roots and tubers	2
Beverages, spirits and vinegar	1
Sum of others with smaller share	6

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

By countries

Country	Percent
China	15
USA	11
Germany	8

By regions

Region	Percent
Asia	40
Western Europe	19
Northern America	13

Catalogue of Diversification Opportunities 2022

France	5	Northern Europe	10
United Kingdom	5	Southern Europe	6
Rep. of Korea	4	Eastern Europe	6
China, Hong Kong SAR	3	Oceania	3
Australia	3		
Russian Federation	3		
Italy	3		
Thailand	3		
Japan	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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0

Catalogue of Diversification Opportunities 2022

	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances, nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
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

Catalogue of Diversification Opportunities 2022

	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6

Catalogue of Diversification Opportunities 2022

	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5

Catalogue of Diversification Opportunities 2022

	(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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110429) Cereals, hulled, pearled, sliced or kibbled nes, \$0-2	CN 23.4	PL 5.5	FR 4.5	44.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1

Catalogue of Diversification Opportunities 2022

	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7

Catalogue of Diversification Opportunities 2022

	(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
	(170390) Molasses, except cane molasses, \$0-3	US 6.9	SA 2	MY 1.8	16.2
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Cameroon

Basic statistics

Current diversification (number of products)	3,031	Potential new products more complex (percentage)	84
Potential new products	3,952	Export opportunity in more complex products (percentage)	65
Potential new products more complex than the country's average	3,307	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
Machinery & mech appliance etc	11
Plastics and articles thereof	8
Electrical, electronic equipment	7
Vehicles other than railway, tramway	6
Organic chemicals	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	3
Articles of iron or steel	3
Pharmaceutical products	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	13
China	7
France	6
Germany	6
United Kingdom	4
Thailand	4
Netherlands	3
Rep. of Korea	3
Japan	3
Belgium	3
India	3
Others	29

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	14
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	17
Cereals	11

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	9
Edible fruit, nuts, peel of citrus fruit, melons	7
Cereal, flour, starch, milk preparations and products	7
Residues, wastes of food industry, animal fodder	7
Beverages, spirits and vinegar	6
Vegetable, fruit, nut, etc food preparations	6
Meat, fish and seafood food preparations nes	5
Animal,vegetable fats and oils, cleavage products, etc	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Tobacco and manufactured tobacco substitutes	3
Sugars and sugar confectionery	2
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	11
China	10
Germany	8
United Kingdom	6

By regions

Region	Percent
Asia	40
Western Europe	18
Northern Europe	12
Northern America	12

Catalogue of Diversification Opportunities 2022

Rep. of Korea	4	Eastern Europe	6
Japan	4	Southern Europe	4
France	4		
Russian Federation	3		
Philippines	3		
Viet Nam	3		
Netherlands	3		
China, Hong Kong SAR	3		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1

Catalogue of Diversification Opportunities 2022

	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
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
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
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

Catalogue of Diversification Opportunities 2022

	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$6-24	JP 482.4	US 135.9	VN 23.7	736.3
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030619) Crustaceans nes, frozen,, \$6-17	KR 5.8	SA 5.5	NZ 5.3	31.9
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080940) Plums, sloes, fresh, \$0-2	CN 79.1	HK 77	KW 3.4	172.9

Catalogue of Diversification Opportunities 2022

Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6

Catalogue of Diversification Opportunities 2022

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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
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
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7

Catalogue of Diversification Opportunities 2022

	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6

Catalogue of Diversification Opportunities 2022

		(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
Tobacco manufactured substitutes	and tobacco	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

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 products nes	11
Meat, fish and seafood food preparations nes	6
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	5

Catalogue of Diversification Opportunities 2022

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
Türkiye	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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

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

Cayman Isds

Basic statistics

Current diversification (number of products)	812	Potential new products more complex (percentage)	76
Potential new products	3,572	Export opportunity in more complex products (percentage)	42
Potential new products more complex than the country's average	2,722	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	7
Organic chemicals	5
Iron and steel	4
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Wood and articles of wood, wood charcoal	3
Pharmaceutical products	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	16
France	7
China	5
Germany	5
Thailand	4
United Kingdom	4
Japan	3
Italy	3
India	3
Russian Federation	3
Belgium	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	18
Eastern Europe	8
Northern Europe	6
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
Dairy products, eggs, honey, edible animal product nes	27

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	10
Cereal, flour, starch, milk preparations and products	10
Vegetable, fruit, nut, etc food preparations	10
Edible fruit, nuts, peel of citrus fruit, melons	8
Animal,vegetable fats and oils, cleavage products, etc	5
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	3
Cereals	3
Beverages, spirits and vinegar	3
Sugars and sugar confectionery	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Edible vegetables and certain roots and tubers	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	11
Russian Federation	9
France	7

By regions

Region	Percent
Asia	32
Western Europe	19
Eastern Europe	13

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Northern America	13
Germany	6	Northern Europe	12
China	5	Southern Europe	4
Japan	4		
China, Hong Kong SAR	3		
Netherlands	3		
United Arab Emirates	3		
Others	26		

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7

Catalogue of Diversification Opportunities 2022

	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(441212) Plywood, 1 or 2 outer ply non-conifer nes (ply <6 mm), \$419-764	US 646.8	FR 180.5	VN 45.5	976.4
	(441119) Fibreboard >0.8 g/cm2 worked/surface covered, \$0-1	VN 29.8	GB 26	NL 22.7	275.0
	(441010) Particle board of wood, \$0-1	NL 76.3	TJ 28.4	PE 20.2	251.2
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(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

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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080940) Plums, sloes, fresh, \$0-2	CN 79.1	HK 77	KW 3.4	172.9
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1

Catalogue of Diversification Opportunities 2022

	(110429) Cereals, hulled, pearled, sliced or kibbled nes, \$0-2	CN 23.4	PL 5.5	FR 4.5	44.2
	(110311) Wheat meal, \$0-1	FR 10.4	US 1.7	GB 1.2	19.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
	(160411) Salmon prepared or preserved, not minced, \$0-6	DK 6.2	ES 1.2	UA 1.1	14.7
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0

Catalogue of Diversification Opportunities 2022

	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0

Catalogue of Diversification Opportunities 2022

	(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
Miscellaneous edible preparations	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Central African Rep.

Basic statistics

Current diversification (number of products)	439	Potential new products more complex (percentage)	73
Potential new products	3,419	Export opportunity in more complex products (percentage)	31
Potential new products more complex than the country's average	2,496	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
Machinery & mech appliance etc	10
Plastics and articles thereof	10
Electrical, electronic equipment	8
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Iron and steel	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	3
Articles of apparel, accessories, knit or crochet	3
Articles of apparel, accessories, not knit or crochet	2
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	15
France	7
China	6
Germany	5
Japan	4
United Kingdom	4
Thailand	4
Italy	3
India	3
Rep. of Korea	3
Russian Federation	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	17
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	13

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	12
Cereal, flour, starch, milk preparations and products	11
Dairy products, eggs, honey, edible animal products	10
Vegetable, fruit, nut, etc food preparations	9
Cocoa and cocoa preparations	9
Animal, vegetable fats and oils, cleavage products, etc	8
Miscellaneous edible preparations	5
Meat, fish and seafood food preparations	4
Edible vegetables and certain roots and tubers	3
Sugars and sugar confectionery	3
Residues, wastes of food industry, animal fodder	3
Cereals	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	10
United Kingdom	7
China	7

By regions

Region	Percent
Asia	33
Western Europe	20
Northern Europe	12

Catalogue of Diversification Opportunities 2022

Germany	6	Northern America	12
Netherlands	5	Eastern Europe	10
Russian Federation	5	Southern Europe	7
France	5		
Japan	4		
Italy	4		
China, Hong Kong SAR	3		
Others	27		

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5

Catalogue of Diversification Opportunities 2022

	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6

Catalogue of Diversification Opportunities 2022

	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1	FR 206.4	CZ 37.6	ES 34.1	468.6

Catalogue of Diversification Opportunities 2022

	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
	(851822) Multiple loudspeakers, mounted in single enclosure, \$63-329	AU 174	DE 103.2	RU 83.5	852.4
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(021019) Swine meat, salted/dried/smoked ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal product nes	(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
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5

Catalogue of Diversification Opportunities 2022

	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
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
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060210) Cuttings and slips, not rooted, \$0-0	US 26	NL 16.5	CA 3.4	50.4
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
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
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7

Catalogue of Diversification Opportunities 2022

	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10	IT 276.8	DE 62	ES 15.6	444.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(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
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1

Catalogue of Diversification Opportunities 2022

	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(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
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
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

Catalogue of Diversification Opportunities 2022

	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
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
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
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
	(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
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

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Basic statistics

Current diversification (number of products)	458	Potential new products more complex (percentage)	67
Potential new products	2,947	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	1,961	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
Electrical, electronic equipment	11
Machinery & mech appliance etc	11
Plastics and articles thereof	10
Optical, photo, technical, medical, etc apparatus	7
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Organic chemicals	3
Articles of apparel, accessories, not knit or crochet	2
Articles of apparel, accessories, knit or crochet	2
Miscellaneous chemical products	2
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	15
France	8
China	6
Germany	5
United Kingdom	4
Thailand	4
Netherlands	3
Russian Federation	3
Italy	3
Japan	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
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
Dairy products, eggs, honey, edible animal products	20
Cereal, flour, starch, milk preparations and products	13
Edible fruit, nuts, peel of citrus fruit, melons	12

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	10
Residues, wastes of food industry, animal fodder	9
Cocoa and cocoa preparations	9
Vegetable, fruit, nut, etc food preparations	8
Miscellaneous edible preparations	6
Sugars and sugar confectionery	3
Edible vegetables and certain roots and tubers	2
Beverages, spirits and vinegar	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Lac, gums, resins, vegetable saps and extracts nes	1
Fish, crustaceans, molluscs, aquatic invertebrates 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	9
United Kingdom	7
Russian Federation	7
China	6
Philippines	4

By regions

Region	Percent
Asia	41
Western Europe	15
Eastern Europe	11
Northern Europe	11
Northern America	10

Catalogue of Diversification Opportunities 2022

Germany	4	Southern Europe	4
Rep. of Korea	4		
France	4		
United Arab Emirates	4		
Netherlands	4		
China, Hong Kong SAR	3		
Japan	3		
Thailand	3		
Others	26		

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
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(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

Catalogue of Diversification Opportunities 2022

	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(621210) Brassieres and parts thereof, \$104-204	DE 66	FR 32.6	BE 31.2	229.9
	(621290) Corsets, braces and parts thereof, \$28-85	US 81.6	LK 35.7	TH 35.3	195.6
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7

Catalogue of Diversification Opportunities 2022

	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7

Catalogue of Diversification Opportunities 2022

	(071021) Peas, frozen, uncooked steamed or boiled, \$0-1	GB 10.2	US 6.3	CN 4.7	44.6
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
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
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
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
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0

Catalogue of Diversification Opportunities 2022

	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180500) Cocoa powder, unsweetened, \$2-6	US 63.9	CN 31.5	NL 16.6	223.3

Catalogue of Diversification Opportunities 2022

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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4

Catalogue of Diversification Opportunities 2022

	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2

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 product nes	16

Catalogue of Diversification Opportunities 2022

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

Catalogue of Diversification Opportunities 2022

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

Catalogue of Diversification Opportunities 2022

	(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-heteroatom(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-heteroatom(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

China

Basic statistics

Current diversification (number of products)	22,575	Potential new products more complex (percentage)	43
Potential new products	855	Export opportunity in more complex products (percentage)	23
Potential new products more complex than the country's average	367	Import replacement opportunity in more complex products (percentage)	13

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Pharmaceutical products	43
Pearls, precious stones, metals, coins, etc	19
Machinery & mech appliance etc	10
Optical, photo, technical, medical, etc apparatus	6
Tanning, dyeing extracts, tannins, derivs, pigments etc	4
Electrical, electronic equipment	3
Plastics and articles thereof	2
Articles of iron or steel	1
Inorganic chemicals, precious metal compound, isotopes	1
Organic chemicals	1
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	26
Italy	16
United Kingdom	14
China	7
Germany	6
Netherlands	5
Switzerland	4
Canada	4
Others	9

By regions

Region	Percent
Northern America	30
Western Europe	19
Southern Europe	17
Northern Europe	15
Asia	12
Eastern Europe	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	31
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	30
Live animals	24
Products of animal origin, nes	10
Animal,vegetable fats and oils, cleavage products, etc	3
Milling products, malt, starches, inulin, wheat gluten	1

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

By countries

Country	Percent
USA	22
China	15
Japan	8
United Kingdom	7
Denmark	5
Portugal	4
Netherlands	4
Belgium	4
Others	14

By regions

Region	Percent
Asia	28
Northern America	24
Northern Europe	17
Western Europe	13
Eastern Europe	8
Southern Europe	7
South America	3

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	(284330) Gold compounds, \$0-527	CN 89.7	MY 4.3	AE .2	94.5
	(282690) Complex fluorine salts except synthetic cryolite, \$41-89	GB 4	MY .2	MA 0	4.3

Catalogue of Diversification Opportunities 2022

	(283321) Magnesium sulphate, \$65-137	SA 1.3	MT .4	AR 0	1.7
	(284610) Cerium compounds, \$70-160	CN .3	KR .1	US .1	0.6
	(282580) Antimony oxides, \$110-252	PH .5	IT 0	SG 0	0.5
Organic chemicals	(291512) Salts of formic acid, \$12-92	CN 60.9	SG 15.8	GB .1	76.9
	(291733) Dinonyl or didecyl orthophthalates, \$1-2	PT 10.3	EG 5.4	NL 2.6	20.0
	(292250) Amino-alcohol-phenols etc with oxygen function, \$200-303	CA 9.1	AU 1.6	FI .6	13.3
	(291539) Acetic acid esters nes, \$8-19	FR 6.7	IN 1.4	ID .6	9.9
	(291814) Citric acid, \$5-11	CN 2.7	MY .7	DK .6	6.6
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300510) Medical dressings etc. having an adhesive layer, \$144-371	US 70.7	DE 37.6	AE 8.4	159.2
	(300339) Hormones nes, no antibiotics, bulk, not contraceptive, \$22095-84247	CH 11.6	IT 7.1	IN .8	19.5
	(300340) Alkaloids, derivs, without antibiotics, hormones, bul, \$5178-11453	KR 1.8	IN .5	LU 0	2.3
Tanning, dyeing extracts, tannins, derivs, pigments etc	(321590) Ink, other than printing ink, \$161-193	DE 362.4	CH 25.9	CZ 20.9	430.8
	(321210) Stamping foils, \$37-77	MT 3.3	FR 3.2	CZ 2.4	13.3

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(391400) Ion exchangers based on polymers in primary forms, \$102-628	DE 34.7	CA 22.4	DK 17.5	114.2
	(391690) Monofilament(>1mm), rods,not ethylene or vinyl polyme, \$44-61	JP 9.5	CR 3.8	DE 2.4	20.7
	(391000) Silicones in primary forms, \$39-53	FI 5.2	MY .9	EC .6	8.7
	(391721) Tube, pipe or hose, rigid, of polyethylene, \$32-45	CN 2.7	ES 1.3	JP .3	5.6
	(392042) Sheet/film not cellular/reinf flexible vinyl polymer, \$69-141	TR 1.5	AR .3	FR .1	2.0
Pearls, precious stones, metals, coins, etc	(711029) Palladium in semi-manufactured forms, \$44611-104574	GB 1272.4	CH 320.2	CA 278.8	1947.6
	(711049) Iridium, osmium and ruthenium, semi-manufactured, \$49224-64914	US 15.7	AT 1.2	NL .2	17.3
Articles of iron or steel	(730640) Pipes and tubing, stainless steel, welded, \$39-59	SG 7.7	SK 3.1	IE 3.1	21.8
	(731823) Rivets, iron or steel, \$60-83	FR 7.2	DE 5.1	TR 2	17.5
	(731520) Chain, skid, iron or steel, \$17-38	KW 8.7	FR 3.1	IN .6	13.9
	(730640) Pipes and tubing, stainless steel, welded, \$59-229	JP 4.4	US 3.8	FI 1	12.9
	(731449) Net/fencing, iron or steel <3mm wire, <100cm mesh, ne, \$79-266	CN 4.6	DE 1.7	IT .6	10.2
Machinery & mech appliance etc	(842240) Packing or wrapping machinery nes, \$66673-180950	CN 129.9	CA 54.7	AU 39.4	282.2
	(845610) Laser, light and photon beam process machine tools, \$69556-169045	US 90.9	AU 14.1	CA 10.5	151.9

Catalogue of Diversification Opportunities 2022

	(840790) Engines, spark-ignition type nes, \$1508-3580	US 69.2	FI 1	IT .6	73.7
	(848230) Bearings, spherical roller, \$258-605	US 40.5	BR 5.7	IN 5.5	56.9
	(846291) Hydraulic presses for working metal, \$46673-135940	US 22.9	CN 7.3	AU 4.5	53.7
Electrical, electronic equipment	(851580) Electric, laser and ultrasonic welding equipment nes, \$13975-55313	GB 15.8	DE 10.2	BR 5.7	51.1
	(854519) Carbon and graphite electrodes, except for furnaces, \$127-310	US 26.7	CN 1.1	ES .8	31.0
	(850790) Parts of electric accumulators, including separators, \$96-143	DE 17.3	HU 3.6	MY 1.1	24.6
	(851240) Windscreen wipers/defrosters/demisters, \$32-53	CN 17.5	BR 1.5	IN .8	20.9
	(851629) Electric space heating nes and soil heating apparatus, \$402-559	HK 14.8	DK .8	TR .6	19.5
Optical, photo, technical, medical, etc apparatus	(901320) Lasers, other than laser diodes, \$5888-14524	US 378.7	TH 10	MY 8.9	408.6
	(901180) Microscopes, optical, nes, \$9283-14213	CN 54.8	IN 1.3	DE .6	58.6
	(900290) Mounted lenses, prisms, mirrors, optical elements nes, \$1833-4151	CN 44.6	FR 3	CH 1.9	58.1
	(902990) Parts and accessories of revolution counters, etc, \$485-601	GB 6.5	HK 2.1	KR 1.1	12.5
	(900691) Parts and accessories for photographic cameras, \$552-1430	DE 5	DK 2.4	CH 1.7	11.8

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, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8
	(010119) Horses, live except pure-bred breeding, \$289056-424711	US 4	HK 1.3	LU .6	6.2
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$0-1	GB 4.1	CL 2.5	UA 2.3	16.8
	(020500) Horse, ass, mule, hinny meat, fresh, chilled or froze, \$2-8	JP 14.5	PL .3	SE .3	15.2
	(020722) Turkeys, domestic, whole, frozen, \$2-4	GB 8.1	GR 1.4	AE 1.3	14.1
	(020641) Swine livers, frozen, \$0-0	CN 3.4	RO .7	UA .7	8.0
	(020630) Swine edible offal, fresh or chilled, \$8-15	FR 1.7	PL .3	JP 0	2.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030729) Scallops other than live, fresh or chilled, \$47-56	SC 0	CZ 0	SG 0	0.0
	(030710) Oysters, \$67-127	SA 0	ZA 0	KR 0	0.0
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0
Products of animal origin, nes	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$5-9	SE .4	DK .1	HU .1	0.6

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(071030) Spinach, frozen, uncooked steamed or boiled, \$27-44	AU 0	MM 0	AG 0	0.0
Coffee, tea, mate and spices	(091030) Turmeric (curcuma), \$210-540	SG .1	GB .1	ZA .1	0.3
Cereals	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
	(100640) Rice, broken, \$19-28	AU 0	SI 0	IS 0	0.0
Milling products, malt, starches, inulin, wheat gluten	(110710) Malt, not roasted, \$28-32	TG 1.6	GR 0	DK 0	1.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8
Animal,vegetable fats and oils, cleavage products, etc	(150590) Derivatives of wool grease (including lanolin), \$41-79	FR 1.5	ZA .3	BE .2	2.4
	(151912) Oleic acid, \$10-54	CZ 1	MR .1	CH 0	1.2
	(151920) Acid oils from refining, \$10-19	SA .6	EG 0		0.6
	(151311) Coconut (copra) oil crude, \$130-292	FI .3	ZA .1	AE 0	0.4

China, Hong Kong SAR

Basic statistics

Current diversification (number of products)	17,640	Potential new products more complex (percentage)	79
Potential new products	763	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	606	Import replacement opportunity in more complex products (percentage)	52

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Vehicles other than railway, tramway	24
Iron and steel	10
Machinery & mech appliance etc	9
Nickel and articles thereof	9
Organic chemicals	6
Miscellaneous chemical products	5
Articles of iron or steel	5
Meat and edible meat offal	5
Inorganic chemicals, precious metal compound, isotopes	4
Mineral fuels, oils, distillation products, etc	3
Sum of others with smaller share	22

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

By countries

Country	Percent
China	15
Germany	13
USA	10
United Kingdom	6
France	3
Japan	3
Switzerland	3
Italy	3
Netherlands	3
Others	24

By regions

Region	Percent
Asia	34
Western Europe	24
Northern America	12
Northern Europe	11
Southern Europe	7
Eastern Europe	7

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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	19
Dairy products, eggs, honey, edible animal product nes	16
Residues, wastes of food industry, animal fodder	9
Animal,vegetable fats and oils, cleavage products, etc	5

Catalogue of Diversification Opportunities 2022

Products of animal origin, nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Meat, fish and seafood food preparations nes	2
Lac, gums, resins, vegetable saps and extracts nes	1
Cereals	1
Edible fruit, nuts, peel of citrus fruit, melons	1
Sugars and sugar confectionery	1

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

By countries

Country	Percent
Germany	20
China, Hong Kong SAR	10
USA	7
Japan	7
China	5
France	5
United Kingdom	4
Russian Federation	3
Netherlands	3

By regions

Region	Percent
Asia	33
Western Europe	32
Northern America	9
Northern Europe	9
Eastern Europe	9
Southern Europe	4

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	
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
Mineral fuels, oils, distillation products, etc	(271312) Petroleum coke, calcined, \$0-0	AU 229.7	IN 172.9	NO 128.5	792.3
	(270730) Xylol, \$0-0	CN 157.4	TH 74.5	IN 64.3	370.5
	(270810) Pitch, \$0-1	US 89.1	BR 19.9	AU 14.4	167.7
	(270710) Benzol, \$0-2	MY 15.2	BE 10.4	CA 8	51.7
	(270730) Xylol, \$0-2	FR 4.9	CH 4.2	IT 3.1	24.4

Catalogue of Diversification Opportunities 2022

Inorganic chemicals, precious metal compound, isotopes	(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
	(284590) Isotopes nes, compounds, \$2560-6097	RU 27	US 25.9	CA 7.3	70.1
	(284590) Isotopes nes, compounds, \$0-201	CN 60	KR 3.2	UA .1	63.9
	(284321) Silver nitrate, \$336-776	BE 32.5	CZ 19.5	SG 4.1	60.7
Organic chemicals	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(290250) Styrene, \$1-2	KR 186.6	TH 56.9	FI 45.5	399.2
	(290243) P-xylene, \$0-21	PT 150.7	BR 56.5	IN 39.6	305.0
	(290531) Ethylene glycol (ethanediol), \$0-0	ID 112	GB 96	VN 21.8	291.0
	(290124) Buta-1, 3-diene and isoprene, \$0-0	GB 30.1	PL 29.4	NL 19.2	96.3
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381511) Supported catalysts, nickel based, \$11-30	TH 35	SA 24.5	IN 23.2	173.9
	(381512) Supported catalysts, precious metal based, \$0-39	FR 55.9	US 10.4	BN 6.4	125.0
	(380130) Carbonaceous pastes for electrodes, furnace linings, \$0-0	ID 7	AU 4.2	KZ 1.5	17.7
	(380120) Colloidal or semi-colloidal graphite, \$0-4	FR 7.5	DE 2.4	PL 1.1	13.8

Catalogue of Diversification Opportunities 2022

Iron and steel	(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
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(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
	(721310) Hot rolled bar/rod grooved iron or non-alloy steel in irregular coils, \$0-0	AT 80.5	YE 63.1	SG 22.9	262.7
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
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730512) Pipe-line longitudinal nes welded steel,diameter>406m, \$0-2	PL 15.8	MY 14.2	GB 12.7	110.3
	(730230) Railway/tramway switch/crossing material, iron/steel, \$3-13	TH 18.4	CL 10.7	CA 9.8	98.6
	(730793) Butt weld fittings, iron/steel except stainless/cast, \$16-36	ID 15.4	AE 4.1	DE 3	32.5
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$13-16	CN 985.7	US 879.2	DE 461.3	3935.8
	(750800) Articles of nickel, nes, \$978-2614	BR 21.2	AR 3	NG 1.7	28.9
	(750521) Wire, nickel, not alloyed, \$20-52	IN .9	SA .8	US .7	4.4

Catalogue of Diversification Opportunities 2022

	(750711) Tubes and pipe, nickel, not alloyed, \$25-76	US 2	BE .4	IN .4	4.1
	(750220) Nickel unwrought, alloyed, \$138-323	TR 1	HR 0	FR 0	1.2
Machinery & mech appliance etc	(847050) Cash registers, \$784-1765	US 253.1	GB 48.2	CA 15	340.1
	(843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$6501-85467	CL 53.3	NL 40.3	FR 30.9	337.6
	(844319) Offset printing machinery nes, \$323170-665945	US 148.7	NL 51.9	SG 35.7	312.3
	(842691) Cranes designed for mounting on road vehicles, \$35478-75354	GB 129.6	DE 45.7	CA 33.9	258.4
	(842691) Cranes designed for mounting on road vehicles, \$8893-35478	PL 20.7	RU 20.6	FR 17.9	170.7
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870490) Trucks nes, \$4464-30112	GB 149	RO 18.4	SG 17.5	300.6
	(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

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	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(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
	(030222) Plaice, fresh or chilled, whole, \$3-7	GB .6	FR .3	BE .2	1.1
Dairy products, eggs, honey, edible animal products nes	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0

Catalogue of Diversification Opportunities 2022

	(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
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
Edible fruit, nuts, peel of citrus fruit, melons	(080250) Pistachios, fresh or dried, \$19-36	FR 12	EG 6.7	DE 6.6	28.0
	(080120) Brazil nuts, fresh or dried, \$6-12	CA 9	CH 1.9	DE 1.8	24.7
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Milling products, malt, starches, inulin, wheat gluten	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(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

Catalogue of Diversification Opportunities 2022

Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$0-12	DO 22.4	DE 15.9	IN 3.7	75.5
	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
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
	(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, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
	(152110) Vegetable waxes except triglycerides, \$4-16	DE 2	ES .8	BE .7	8.0
Meat, fish and seafood food preparations nes	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
	(160242) Swine shoulders & cuts thereof, prepared or preserved, \$16-32	DK .4	SG .1	KR 0	0.5
Sugars and sugar confectionery	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4

Catalogue of Diversification Opportunities 2022

	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
	(170240) Glucose including syrup of 20%-50% dry weight fructos, \$0-3	US .8	ZM .7	JP .6	5.9
	(170210) Lactose and lactose syrup, \$11-15	QA .1	CL .1	MY .1	0.3
Vegetable, fruit, nut, etc food preparations	(200840) Pears, otherwise prepared or preserved, \$1-2	US 6.2	CA 4.5	BE 1.7	17.4
	(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	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2

China, Macao SAR

Basic statistics

Current diversification (number of products)	3,222	Potential new products more complex (percentage)	72
Potential new products	4,056	Export opportunity in more complex products (percentage)	46
Potential new products more complex than the country's average	2,932	Import replacement opportunity in more complex products (percentage)	9

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	7
Electrical, electronic equipment	7
Iron and steel	7
Pharmaceutical products	7
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	6
Vehicles other than railway, tramway	4
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	11
China	8
Germany	8
France	5
Thailand	4
Italy	4
Canada	3
India	3
Japan	3
United Kingdom	3
Netherlands	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	37
Western Europe	21
Northern America	14
Southern Europe	7
Eastern Europe	7
Northern Europe	7
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	25

Catalogue of Diversification Opportunities 2022

Cereals	17
Dairy products, eggs, honey, edible animal products	13
Fish, crustaceans, molluscs, aquatic invertebrates	8
Animal, vegetable fats and oils, cleavage products, etc	7
Vegetable, fruit, nut, etc food preparations	5
Meat, fish and seafood food preparations	4
Edible fruit, nuts, peel of citrus fruit, melons	4
Sugars and sugar confectionery	3
Milling products, malt, starches, inulin, wheat gluten	3
Edible vegetables and certain roots and tubers	2
Residues, wastes of food industry, animal fodder	2
Beverages, spirits and vinegar	2
Lac, gums, resins, vegetable saps and extracts	1
Sum of others with smaller share	4

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

By countries

Country	Percent
China	19
Germany	7
USA	6

By regions

Region	Percent
Asia	41
Western Europe	18
Northern Europe	8

Catalogue of Diversification Opportunities 2022

France	6	Northern America	8
United Kingdom	4	Southern Europe	8
Italy	4	Eastern Europe	7
Viet Nam	4	South America	4
Japan	3		
Others	28		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
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

Catalogue of Diversification Opportunities 2022

	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(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

Catalogue of Diversification Opportunities 2022

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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8

Catalogue of Diversification Opportunities 2022

	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9

Catalogue of Diversification Opportunities 2022

	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$0-7	FR 590.9	IT 288.8	DE 258.9	1625.0
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070970) Spinach fresh or chilled, \$1-5	US 43.7	CA 4.9	PL 4.4	68.6
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(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	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(080930) Peaches, nectarines, fresh, \$1-2	RU 38.1	BY 36.6	KZ 22.4	168.4
	(080420) Figs, fresh or dried, \$3-8	IN 18.9	IT 8.9	AT 7.4	47.1

Catalogue of Diversification Opportunities 2022

	(081320) Prunes, dried, \$2-6	GB 14.3	IT 3.1	NL 2.6	34.9
	(081310) Apricots, dried, \$2-6	BY 13.7	NL 8.1	NZ 2.6	32.6
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100510) Maize (corn) seed, \$2-6	HU 24.2	GB 21.3	RO 20.2	244.7
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5

Catalogue of Diversification Opportunities 2022

	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
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
	(150990) Olive oil, fractions, refined, not chemically modifie, \$0-2	IT 75.8	PT 68.9	US 33.8	242.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7

Catalogue of Diversification Opportunities 2022

	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200960) Grape juice or must not fermented or spirited, \$1-2	CA 6.1	SA 5	JP 2.7	31.4
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
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

Catalogue of Diversification Opportunities 2022

	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4

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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

Catalogue of Diversification Opportunities 2022

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

Catalogue of Diversification Opportunities 2022

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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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 preps nes, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$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, refine, \$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/preserve, \$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 preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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 for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

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Basic statistics

Current diversification (number of products)	324	Potential new products more complex (percentage)	72
Potential new products	3,378	Export opportunity in more complex products (percentage)	31
Potential new products more complex than the country's average	2,448	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
Machinery & mech appliance etc	11
Plastics and articles thereof	10
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	4
Iron and steel	4
Articles of iron or steel	3
Aluminium and articles thereof	3
Articles of apparel, accessories, knit or crochet	3
Sum of others with smaller share	44

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

By countries

Country	Percent
USA	15
France	7
China	6
Germany	5
United Kingdom	4
Thailand	4
Japan	4
Russian Federation	3
Rep. of Korea	3
India	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	19
Northern America	17
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
Dairy products, eggs, honey, edible animal products	22
Cereal, flour, starch, milk preparations and products	15

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	10
Vegetable, fruit, nut, etc food preparations	9
Cocoa and cocoa preparations	9
Animal,vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	6
Miscellaneous edible preparations	6
Sugars and sugar confectionery	3
Beverages, spirits and vinegar	2
Products of animal origin, nes	2
Milling products, malt, starches, inulin, wheat gluten	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Lac, gums, resins, vegetable saps and extracts nes	1
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	15
China	8
Russian Federation	8
United Kingdom	6

By regions

Region	Percent
Asia	33
Northern America	17
Western Europe	17
Eastern Europe	12

Catalogue of Diversification Opportunities 2022

France	6	Northern Europe	11
Japan	4	Southern Europe	4
Netherlands	4		
Germany	4		
Philippines	3		
Others	25		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(293100) Organo-inorganic compounds, nes, \$3-18	BR 359.3	KR 94.3	IE 31.3	593.9
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

Catalogue of Diversification Opportunities 2022

	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
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

Catalogue of Diversification Opportunities 2022

	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Aluminium and articles thereof	(760110) Aluminium unwrought, not alloyed, \$0-1	KR 1632.1	JP 1575.9	TR 850.8	4877.8
	(760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6	US 360.3	CH 110.3	BE 64.6	871.8
	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$5-21	GB 68	AT 45.6	US 34.3	407.1
	(760421) Profiles, hollow, aluminium, alloyed, \$0-4	FR 44.4	DE 32.8	AU 21.4	261.5
	(760719) Foil, aluminium, not backed and < 0.2mm thick, worked, \$4-13	TH 105.7	HK 20.2	US 18.1	254.4

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(847191) Digital computer cpu with some of storage/input/output, \$3247-7611	HK 283.7	IE 161.6	US 139.4	885.9
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
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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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(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
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
	(051199) Animal products and domestic animal carcass (non-food, \$1-24	CL 17.8	DE 15.8	PY 10.9	103.0
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$0-1	FR 54.6	RU 22.4	CA 15.7	127.4
Milling products, malt, starches, inulin, wheat gluten	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
	(110220) Maize (corn) flour, \$0-1	PE 10	CL 3.2	GB 2	32.3
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9

Catalogue of Diversification Opportunities 2022

	(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	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(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, refine, \$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
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$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

Catalogue of Diversification Opportunities 2022

	(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
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0

Catalogue of Diversification Opportunities 2022

	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(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
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Colombia

Basic statistics

Current diversification (number of products)	9,490	Potential new products more complex (percentage)	82
Potential new products	2,605	Export opportunity in more complex products (percentage)	49
Potential new products more complex than the country's average	2,148	Import replacement opportunity in more complex products (percentage)	60

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Iron and steel	11
Organic chemicals	10
Electrical, electronic equipment	6
Pharmaceutical products	5
Optical, photo, technical, medical, etc apparatus	5
Miscellaneous chemical products	4
Meat and edible meat offal	4
Inorganic chemicals, precious metal compound, isotopes	3
Nickel and articles thereof	3
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	11
China	11
France	6
Germany	6
Italy	4
Thailand	4
United Kingdom	3
India	3
Japan	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	40
Western Europe	19
Northern America	13
Southern Europe	8
Eastern Europe	7
Northern Europe	7
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	34
Cereals	16
Dairy products, eggs, honey, edible animal products	10

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations nes	5
Vegetable, fruit, nut, etc food preparations	5
Milling products, malt, starches, inulin, wheat gluten	3
Residues, wastes of food industry, animal fodder	3
Animal,vegetable fats and oils, cleavage products, etc	2
Sugars and sugar confectionery	2
Beverages, spirits and vinegar	1
Edible fruit, nuts, peel of citrus fruit, melons	1
Sum of others with smaller share	1

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

By countries

Country	Percent
China	25
Germany	7
France	5
Viet Nam	4
USA	4

By regions

Region	Percent
Asia	44
Western Europe	19
Northern Europe	10
Eastern Europe	6
Northern America	6

Catalogue of Diversification Opportunities 2022

United Kingdom	4	Southern Europe	5
Japan	4	South America	3
Netherlands	3		
Others	23		

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
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
	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

	(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
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
	(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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6

Catalogue of Diversification Opportunities 2022

	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(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
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(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
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
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

Catalogue of Diversification Opportunities 2022

	(750522) Wire, nickel alloy, \$24-75	SA 33.3	VN 12	CN 11.9	123.1
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
	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
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
	(850434) Transformers electric, power capacity > 500 KVA, nes, \$687-26651	VN 67.9	KZ 64.6	KR 27	326.5
	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3

Catalogue of Diversification Opportunities 2022

	(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
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
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
	(081310) Apricots, dried, \$2-6	BY 13.7	NL 8.1	NZ 2.6	32.6
	(080212) Almonds, fresh or dried, shelled, \$9-15	EG 15.3	FR 5	DK 1.7	27.3
	(080120) Brazil nuts, fresh or dried, \$6-12	CA 9	CH 1.9	DE 1.8	24.7
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$0-5	RU 8.9	AE 4.9	SE 1.7	21.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(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

Catalogue of Diversification Opportunities 2022

	(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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0

Catalogue of Diversification Opportunities 2022

	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(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, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6

Catalogue of Diversification Opportunities 2022

	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$7-16	KW .7	SE .5	AE .3	2.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(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
	(200510) Homogenized vegetable preparations, not frozen/vinegar, \$1-5	GB 8.8	KZ 7.4	ES 2.9	25.6
	(200490) Vegetables and mixtures, prepared, frozen, \$4-7	FR 5.4	KW 4	SE 3.8	22.1
Beverages, spirits and vinegar	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2	FR 40.1	RU 32.6	LV 8.9	89.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8

Catalogue of Diversification Opportunities 2022

	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6

Comoros

Basic statistics

Current diversification (number of products)	322	Potential new products more complex (percentage)	67
Potential new products	2,806	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	1,874	Import replacement opportunity in more complex products (percentage)	31

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Electrical, electronic equipment	11
Plastics and articles thereof	10
Machinery & mech appliance etc	8
Paper & paperboard, articles of pulp, paper and board	5
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	4
Organic chemicals	3
Articles of apparel, accessories, knit or crochet	3
Articles of apparel, accessories, not knit or crochet	3
Iron and steel	3
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	16
France	8
Germany	5
China	5
United Kingdom	4
Thailand	4
Russian Federation	3
Japan	3
Italy	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
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
Cocoa and cocoa preparations	14
Edible fruit, nuts, peel of citrus fruit, melons	13
Vegetable, fruit, nut, etc food preparations	12

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	11
Dairy products, eggs, honey, edible animal products	10
Animal, vegetable fats and oils, cleavage products, etc	9
Sugars and sugar confectionery	6
Miscellaneous edible preparations	6
Cereals	4
Residues, wastes of food industry, animal fodder	4
Meat, fish and seafood food preparations	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	2

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

By countries

Country	Percent
USA	13
France	9
United Kingdom	8
Germany	5
China, Hong Kong SAR	4

By regions

Region	Percent
Asia	32
Western Europe	21
Northern America	14
Northern Europe	13
Eastern Europe	8

Catalogue of Diversification Opportunities 2022

Japan	4	Southern Europe	5
Netherlands	4		
Spain	3		
Russian Federation	3		
China	3		
Others	27		

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
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15	BR 133.5	KR 117.8	IN 83.1	421.9
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2

Catalogue of Diversification Opportunities 2022

	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(611010) Pullovers, cardigans etc of wool or hair, knit, \$64-126	GB 122.4	DE 81.2	US 15.5	246.2
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1

Catalogue of Diversification Opportunities 2022

Articles of apparel, accessories, not knit or crochet	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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

Catalogue of Diversification Opportunities 2022

	(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	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
Optical, photo, technical, medical, etc apparatus	(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, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5

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 product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
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
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071022) Beans, frozen, uncooked steamed or boiled, \$0-2	DE 3.7	IT 2.4	BE 2	18.3

Catalogue of Diversification Opportunities 2022

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
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1

Catalogue of Diversification Opportunities 2022

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
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1

Catalogue of Diversification Opportunities 2022

	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
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
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(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
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7

Congo

Basic statistics

Current diversification (number of products)	1,681	Potential new products more complex (percentage)	75
Potential new products	3,911	Export opportunity in more complex products (percentage)	41
Potential new products more complex than the country's average	2,942	Import replacement opportunity in more complex products (percentage)	47

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Plastics and articles thereof	9
Electrical, electronic equipment	8
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	5
Organic chemicals	5
Paper & paperboard, articles of pulp, paper and board	3
Miscellaneous chemical products	3
Vehicles other than railway, tramway	3
Articles of iron or steel	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	14
France	7
China	6
Germany	6
United Kingdom	4
Thailand	4
Netherlands	4
Rep. of Korea	3
Russian Federation	3
Canada	3
India	3
Japan	3
Italy	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	17
Eastern Europe	8
Southern Europe	6
Northern 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
Dairy products, eggs, honey, edible animal products	18

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	12
Edible fruit, nuts, peel of citrus fruit, melons	9
Vegetable, fruit, nut, etc food preparations	8
Cereal, flour, starch, milk preparations and products	7
Animal,vegetable fats and oils, cleavage products, etc	7
Cereals	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Meat, fish and seafood food preparations nes	5
Cocoa and cocoa preparations	5
Miscellaneous edible preparations	3
Sugars and sugar confectionery	3
Residues, wastes of food industry, animal fodder	2
Beverages, spirits and vinegar	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	10
China	10
Germany	9

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	12

Catalogue of Diversification Opportunities 2022

United Kingdom	6	Northern Europe	11
Japan	4	Eastern Europe	9
France	4	Southern Europe	5
Russian Federation	4		
China, Hong Kong SAR	3		
United Arab Emirates	3		
Netherlands	3		
Others	26		

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	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

Catalogue of Diversification Opportunities 2022

	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1

Catalogue of Diversification Opportunities 2022

Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
	(020621) Bovine tongues, frozen, \$2-5	HK 22.8	ID 1.4	NL 1	28.5
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6

Catalogue of Diversification Opportunities 2022

	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3

Catalogue of Diversification Opportunities 2022

	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
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
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0

Catalogue of Diversification Opportunities 2022

		(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
		(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
		(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
		(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Miscellaneous preparations	edible	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
Beverages, spirits and vinegar		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
		(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
		(220850) Gin and Geneva, \$0-7	FR 37.1	ZA 12.2	RU 11.9	82.2
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Catalogue of Diversification Opportunities 2022

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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230990) Animal feed preparations nes, \$13-36	ES 16.4	CO 4.5	BR 3	38.4

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Basic statistics

Current diversification (number of products)	278	Potential new products more complex (percentage)	67
Potential new products	2,536	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	1,699	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
Machinery & mech appliance etc	12
Plastics and articles thereof	11
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	4
Articles of apparel, accessories, knit or crochet	4
Paper & paperboard, articles of pulp, paper and board	4
Organic chemicals	3
Articles of apparel, accessories, not knit or crochet	3
Pearls, precious stones, metals, coins, etc	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	16
France	8
China	7
Germany	5
United Kingdom	4
Thailand	3
Italy	3
Canada	3
Russian Federation	3
Japan	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	19
Eastern Europe	8
Southern Europe	6
Northern 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
Dairy products, eggs, honey, edible animal products	18
Cereal, flour, starch, milk preparations and products	12

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	10
Animal,vegetable fats and oils, cleavage products, etc	8
Edible fruit, nuts, peel of citrus fruit, melons	8
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Meat, fish and seafood food preparations nes	6
Tobacco and manufactured tobacco substitutes	6
Vegetable, fruit, nut, etc food preparations	5
Miscellaneous edible preparations	4
Edible vegetables and certain roots and tubers	4
Beverages, spirits and vinegar	3
Meat and edible meat offal	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	20
Russian Federation	9
France	7
United Kingdom	5

By regions

Region	Percent
Asia	30
Northern America	22
Western Europe	18
Eastern Europe	13

Catalogue of Diversification Opportunities 2022

Germany	4	Northern Europe	9
Netherlands	4	Southern Europe	4
United Arab Emirates	4		
Japan	4		
China	4		
Others	22		

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
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
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
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5

Catalogue of Diversification Opportunities 2022

	(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
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
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

Catalogue of Diversification Opportunities 2022

Articles of apparel, accessories, not knit or crochet	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273	IT 930.3	GB 166.9	JP 103.4	1519.7
	(711311) Jewellery and parts, silver, including plated silver, \$0-514	US 295.5	CN 237.5	FR 46.2	651.2
	(711311) Jewellery and parts, silver, including plated silver, \$514-2422	HK 169.8	TH 81.1	GB 51.1	514.4
	(710692) Silver semi-manufactured including gold/platinum plat, \$130-549	GB 125.8	CA 104.8	TH 88.3	500.3
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
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1	FR 206.4	CZ 37.6	ES 34.1	468.6
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
Optical, photo, technical, medical, etc apparatus	(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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3

Catalogue of Diversification Opportunities 2022

	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6

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	
Meat and edible meat offal	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030613) Shrimps and prawns, frozen, \$6-12	CN 370.9	US 205.9	EG 160.6	1055.5
	(030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6

Catalogue of Diversification Opportunities 2022

	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(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	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12	CA 1.9	GB 1.1	NL 1	9.8
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
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8

Catalogue of Diversification Opportunities 2022

	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
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
	(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
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220421) Grape wines nes, fortified wine or must, pack < 2l, \$9-18	US 95.8	AE 81.3	CH 44.4	355.7

Catalogue of Diversification Opportunities 2022

Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1
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Costa Rica

Basic statistics

Current diversification (number of products)	6,110	Potential new products more complex (percentage)	78
Potential new products	3,458	Export opportunity in more complex products (percentage)	66
Potential new products more complex than the country's average	2,705	Import replacement opportunity in more complex products (percentage)	61

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	23
Machinery & mech appliance etc	9
Vehicles other than railway, tramway	8
Iron and steel	8
Organic chemicals	7
Electrical, electronic equipment	4
Inorganic chemicals, precious metal compound, isotopes	3
Optical, photo, technical, medical, etc apparatus	2
Articles of iron or steel	2
Plastics and articles thereof	2
Sum of others with smaller share	31

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

By countries

Country	Percent
China	33
USA	8
Germany	4
France	4
Thailand	3
United Kingdom	3
Rep. of Korea	3
Others	22

By regions

Region	Percent
Asia	54
Western Europe	14
Northern America	9
Northern Europe	6
Southern Europe	5
Eastern Europe	5

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	26
Cereals	18
Vegetable, fruit, nut, etc food preparations	7
Animal, vegetable fats and oils, cleavage products, etc	7
Dairy products, eggs, honey, edible animal products	7
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	6
Cereal, flour, starch, milk preparations and products	5

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Milling products, malt, starches, inulin, wheat gluten	3
Cocoa and cocoa preparations	3
Residues, wastes of food industry, animal fodder	2
Sugars and sugar confectionery	2
Meat, fish and seafood food preparations nes	1
Sum of others with smaller share	3

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

By countries

Country	Percent
China	26
Germany	7
USA	6
China, Hong Kong SAR	5
France	4
United Kingdom	3
Viet Nam	3
Others	24

By regions

Region	Percent
Asia	47
Western Europe	17
Northern Europe	9
Northern America	7
Southern Europe	5
Eastern Europe	5
South America	3

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(260600) Aluminium ores and concentrates, \$0-0	US 24.6	JP 4.9	SI 4.6	55.5
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(283620) Disodium carbonate, \$0-0	TH 116.8	KR 58.3	BR 47.2	633.9
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

Catalogue of Diversification Opportunities 2022

	(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
Plastics and articles thereof	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(390330) Acrylonitrile-butadiene-styrene (ABS) copolymers, \$0-1	TR 118.8	MY 69.1	CA 24.2	290.9
	(390791) Polyesters nes, unsaturated, in primary forms, \$0-2	FR 51.2	SE 36.9	DE 32.4	230.8
	(390311) Polystyrene, expansible in primary forms, \$0-1	IT 50.9	RO 50.2	UA 21.5	228.9
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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

Catalogue of Diversification Opportunities 2022

	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730531) Steel pipes, welded, longitudinally, diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(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
	(848350) Flywheels and pulleys including pulley blocks, \$0-11	US 578.1	CN 3.9	UZ 2.1	590.7
Electrical, electronic equipment	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850910) Domestic vacuum cleaners, \$158-297	AU 170	IT 93.4	HK 34.9	486.6

Catalogue of Diversification Opportunities 2022

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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
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
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8
	(900211) Objective lenses for cameras, projectors, etc, \$222-712	VN 146.3	HK 124	DE 40.6	448.5
	(902219) Non-medical X-ray equipment, \$11306-42823	JP 65.5	US 51.8	FR 39.5	415.8
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4

Catalogue of Diversification Opportunities 2022

	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020900) Pig and poultry fat, unrendered, \$0-0	CZ 4.9	SK 4.5	GB 4.2	30.4
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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

Catalogue of Diversification Opportunities 2022

	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
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
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(081320) Prunes, dried, \$2-6	GB 14.3	IT 3.1	NL 2.6	34.9
	(081310) Apricots, dried, \$2-6	BY 13.7	NL 8.1	NZ 2.6	32.6
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$0-5	RU 8.9	AE 4.9	SE 1.7	21.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(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
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6

Catalogue of Diversification Opportunities 2022

	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
Meat, fish and seafood food preparations nes	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6

Catalogue of Diversification Opportunities 2022

	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(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
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
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, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(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

Catalogue of Diversification Opportunities 2022

	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230240) Cereal bran, sharps, residue except maize, wheat, rice, \$0-3	CN 4.1	DE 1.5	LU 1.3	12.6

Croatia

Basic statistics

Current diversification (number of products)	11,566	Potential new products more complex (percentage)	82
Potential new products	1,598	Export opportunity in more complex products (percentage)	70
Potential new products more complex than the country's average	1,316	Import replacement opportunity in more complex products (percentage)	54

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	15
Vehicles other than railway, tramway	12
Organic chemicals	11
Pharmaceutical products	11
Optical, photo, technical, medical, etc apparatus	6
Electrical, electronic equipment	6
Iron and steel	5
Copper and articles thereof	5
Miscellaneous chemical products	4
Inorganic chemicals, precious metal compound, isotopes	4
Sum of others with smaller share	20

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

By countries

Country	Percent
USA	17
China	10
United Kingdom	6
France	6
Germany	6
India	4
Italy	3
United Arab Emirates	3
Rep. of Korea	3
Japan	3
Others	22

By regions

Region	Percent
Asia	37
Western Europe	19
Northern America	19
Northern Europe	8
Southern Europe	6
Eastern Europe	5
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	30
Dairy products, eggs, honey, edible animal products	23
Animal, vegetable fats and oils, cleavage products, etc	14
Meat and edible meat offal	8

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	4
Live animals	3
Sugars and sugar confectionery	2
Vegetable, fruit, nut, etc food preparations	2
Products of animal origin, nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2

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

By countries

Country	Percent
China, Hong Kong SAR	23
China	20
USA	6
India	6
Rep. of Korea	5
Canada	3
France	3
Japan	3
Others	14

By regions

Region	Percent
Asia	64
Western Europe	10
Northern America	8
Eastern Europe	6
Northern Europe	6

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
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
	(283324) Nickel sulphates, \$3-7	JP 56.7	CA 17.9	MY 7.2	101.8
Organic chemicals	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
	(290711) Phenol (hydroxybenzene), salts, \$1-17	NL 228.3	PL 14.8	FR 12.4	312.2
	(293090) Organo-sulphur compounds, nes, \$0-4	IN 93.2	FR 57	US 56.7	308.3
Pharmaceutical products	(300220) Vaccines, human use, \$2379-9410	US 3300.4	GB 1484.6	CN 890	6344.2

Catalogue of Diversification Opportunities 2022

	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300190) Heparin, salts, for therapeutic use, \$2199-5337	SG 488.6	FR 95.3	US 54.2	684.6
	(300660) Contraceptive preps based on hormones or spermicides, \$55-277	IT 33.1	RU 30.4	ZA 12	192.5
	(300660) Contraceptive preps based on hormones or spermicides, \$277-610	GB 45.3	DE 44.5	HU 18.7	191.2
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(381519) Supported catalysts, except nickel or precious metal, \$28-61	US 120.8	RU 118.1	ES 100	631.3
	(381210) Prepared rubber accelerators, \$3-9	TH 40.1	LK 10.4	CN 9.8	87.8
	(380110) Artificial graphite, \$0-1	MY 53.5	FR 4.4	IN 3.4	74.6
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
	(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
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(721039) Flat rolled iron or non-alloy steel, electro plate/zinc,w >600mm, nes, \$0-0	CN 152.9	PL 29.7	IN 18.5	317.5

Catalogue of Diversification Opportunities 2022

	(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
Copper and articles thereof	(740311) Copper cathodes and sections of cathodes unwrought, \$6-6	AE 1449.3	IN 336	EG 237.1	2902.6
	(740911) Plate, sheet, strip, refined copper, coil, t > 0.15mm, \$0-7	IT 171.8	FR 152.4	PL 18.3	391.6
	(740710) Bars, rods & profiles of refined copper, \$0-7	SA 135.8	PH 76.3	VN 19.1	337.5
	(740110) Copper mattes, \$1-12	RU 132.1	CN 29.5	UZ 23.8	232.7
	(740919) Plate, sheet, strip, refined copper, flat, t > 0.15mm, \$0-7	VN 51.9	IT 23.2	FR 16.4	124.7
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(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
Electrical, electronic equipment	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6

Catalogue of Diversification Opportunities 2022

	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(853630) Electrical circuit protectors nes for < 1,000 volts, \$242-307	CN 141.6	JP 52.4	FR 9.6	219.1
	(850153) AC motors, multi-phase, of an output > 75 kW, \$0-1991	US 91.6	NL 35.2	BE 18.3	199.6
	(850213) Generating sets, diesel, output > 375 kVA, \$87805-173310	PK 39.5	IT 12.3	GB 11.3	145.4
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(870490) Trucks nes, \$4464-30112	GB 149	RO 18.4	SG 17.5	300.6
	(870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331	US 198.4	SE 10.8	NO 8.1	248.5
	(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, \$1061-2135	FR 315.8	CH 165.9	GB 101.2	809.7
	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3
	(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

Catalogue of Diversification Opportunities 2022

	(901020) Equipment for photographic laboratories, \$189-17304	SG 85	JP 64	TH 61.4	309.7
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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, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$4-8	KR 50.2	CH 10.2	SG 5.5	71.1
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$0-1	GB 4.1	CL 2.5	UA 2.3	16.8
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
	(020731) Fatty livers (geese, ducks) domestic fresh or chilled, \$15-40	BE 3.9	ES 1.2	DE .7	7.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030263) Coalfish, fresh or chilled, whole, \$0-1	DK 8.1	PL 3.3	DE .5	12.9
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products nes	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2

Catalogue of Diversification Opportunities 2022

	(040120) Milk not concentrated nor sweetened 1-6% fat, \$2-3	EE .5	HU .5	BE .4	1.9
Products of animal origin, nes	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0
	(050290) Hair & waste of badger and of other brush making hair, \$234-362	KR .1	MU 0	SG 0	0.1
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$0-2	IT 1.5	GB 1.3	PL 1.1	5.6
Edible fruit, nuts, peel of citrus fruit, melons	(080211) Almonds in shell fresh or dried, \$3-9	CN 222.5	IN 75	AE 15.2	373.8
	(080250) Pistachios, fresh or dried, \$19-36	FR 12	EG 6.7	DE 6.6	28.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
Animal,vegetable fats and oils, cleavage products, etc	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-0	JP 23.8	DK 14.4	VN 10.1	90.8
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(150600) Animal fats,oils,fractions not chemically modified ne, \$0-37	CA 8.5	KR 2.5	PH .8	15.4

Catalogue of Diversification Opportunities 2022

	(152110) Vegetable waxes except triglycerides, \$4-16	DE 2	ES .8	BE .7	8.0
Meat, fish and seafood food preparations nes	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
	(170230) Glucose, glucose syrup < 20% fructose, \$2-5	ES .6	BE .5	JP .5	3.2
Vegetable, fruit, nut, etc food preparations	(200490) Vegetables nes and mixtures, prepared, frozen, \$4-7	FR 5.4	KW 4	SE 3.8	22.1
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31	FI .3	CN .3	JP .1	1.0
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9

Cuba

Basic statistics

Current diversification (number of products)	933	Potential new products more complex (percentage)	66
Potential new products	3,774	Export opportunity in more complex products (percentage)	34
Potential new products more complex than the country's average	2,489	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
Machinery & mech appliance etc	12
Plastics and articles thereof	9
Electrical, electronic equipment	9
Organic chemicals	7
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Vehicles other than railway, tramway	3
Miscellaneous chemical products	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	14
France	7
Germany	6
China	5
Thailand	5
United Kingdom	4
Italy	3
Rep. of Korea	3
Canada	3
India	3
Netherlands	3
Japan	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal product nes	13

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	11
Cereal, flour, starch, milk preparations and products	9
Cereals	8
Animal,vegetable fats and oils, cleavage products, etc	8
Vegetable, fruit, nut, etc food preparations	8
Cocoa and cocoa preparations	7
Meat and edible meat offal	6
Meat, fish and seafood food preparations nes	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Beverages, spirits and vinegar	4
Sugars and sugar confectionery	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Miscellaneous edible preparations	3
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	10
United Kingdom	8
Japan	7

By regions

Region	Percent
Asia	35
Western Europe	19
Northern America	12

Catalogue of Diversification Opportunities 2022

Germany	7	Northern Europe	12
Russian Federation	6	Eastern Europe	11
Netherlands	4	Southern Europe	6
China, Hong Kong SAR	4		
China	4		
France	4		
United Arab Emirates	4		
Spain	3		
Others	25		

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(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	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5

Catalogue of Diversification Opportunities 2022

	(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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

	(871690) Trailer/non-mechanically propelled vehicles, parts and accessories, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(871200) Bicycles, other cycles, not motorized, \$495-1162	GB 86.6	IT 29.2	BE 18.7	218.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020743) Duck, goose, guinea fowl cuts, offal not liver, frozen, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$6-24	JP 482.4	US 135.9	VN 23.7	736.3
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
	(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 products	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080940) Plums, sloes, fresh, \$0-2	CN 79.1	HK 77	KW 3.4	172.9

Catalogue of Diversification Opportunities 2022

Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4

Catalogue of Diversification Opportunities 2022

	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(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 preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8

Catalogue of Diversification Opportunities 2022

	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
Miscellaneous edible preparations	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5

Catalogue of Diversification Opportunities 2022

	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Curaçao

Basic statistics

Current diversification (number of products)	2,014	Potential new products more complex (percentage)	78
Potential new products	4,450	Export opportunity in more complex products (percentage)	53
Potential new products more complex than the country's average	3,488	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
Machinery & mech appliance etc	15
Electrical, electronic equipment	7
Vehicles other than railway, tramway	7
Plastics and articles thereof	6
Organic chemicals	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	3
Paper & paperboard, articles of pulp, paper and board	3
Aluminium and articles thereof	2
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	13
China	7
Germany	6
France	6
United Kingdom	4
Thailand	4
Italy	3
Japan	3
Rep. of Korea	3
Belgium	3
Netherlands	3
India	3
Canada	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	21
Northern America	15
Northern Europe	7
Eastern 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
Dairy products, eggs, honey, edible animal products	17

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	11
Cereal, flour, starch, milk preparations and products	9
Residues, wastes of food industry, animal fodder	8
Animal,vegetable fats and oils, cleavage products, etc	8
Beverages, spirits and vinegar	7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Vegetable, fruit, nut, etc food preparations	6
Meat, fish and seafood food preparations nes	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Meat and edible meat offal	3
Cereals	3
Miscellaneous edible preparations	3
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	10
Germany	9
China	8

By regions

Region	Percent
Asia	37
Western Europe	20
Northern Europe	14

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Northern America	11
France	5	Eastern Europe	6
Netherlands	4	Southern Europe	4
Rep. of Korea	4		
China, Hong Kong SAR	4		
Philippines	3		
Russian Federation	3		
Japan	3		
Others	26		

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4

Catalogue of Diversification Opportunities 2022

	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
Aluminium and articles thereof	(760110) Aluminium unwrought, not alloyed, \$0-1	KR 1632.1	JP 1575.9	TR 850.8	4877.8
	(760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6	US 360.3	CH 110.3	BE 64.6	871.8
	(760711) Foil, aluminium, not backed, rolled but nfw, < 0.2mm, \$0-3	US 138.7	FR 67.6	EG 55.3	511.8
	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$5-21	GB 68	AT 45.6	US 34.3	407.1
	(760421) Profiles, hollow, aluminium, alloyed, \$0-4	FR 44.4	DE 32.8	AU 21.4	261.5
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9

Catalogue of Diversification Opportunities 2022

	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
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), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870190) Wheeled tractors nes, \$9592-47189	DE 304	FR 243.8	US 144.1	1308.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(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, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2

Catalogue of Diversification Opportunities 2022

	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
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
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6

Catalogue of Diversification Opportunities 2022

		(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
		(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
		(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
		(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar		(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
		(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
		(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1

Catalogue of Diversification Opportunities 2022

	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Cyprus

Basic statistics

Current diversification (number of products)	6,943	Potential new products more complex (percentage)	79
Potential new products	3,261	Export opportunity in more complex products (percentage)	60
Potential new products more complex than the country's average	2,581	Import replacement opportunity in more complex products (percentage)	45

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Vehicles other than railway, tramway	11
Organic chemicals	9
Iron and steel	9
Electrical, electronic equipment	7
Plastics and articles thereof	5
Inorganic chemicals, precious metal compound, isotopes	4
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	32

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

By countries

Country	Percent
USA	12
China	9
France	7
Germany	6
India	4
United Kingdom	4
Canada	3
Japan	3
Netherlands	3
Italy	3
Rep. of Korea	3
Russian Federation	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	14
Northern Europe	8
Eastern Europe	8
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
Animal, vegetable fats and oils, cleavage products, etc	15
Live animals	13

Catalogue of Diversification Opportunities 2022

Cereals	12
Dairy products, eggs, honey, edible animal product nes	11
Cocoa and cocoa preparations	7
Edible fruit, nuts, peel of citrus fruit, melons	7
Vegetable, fruit, nut, etc food preparations	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Edible vegetables and certain roots and tubers	4
Meat and edible meat offal	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Residues, wastes of food industry, animal fodder	3
Meat, fish and seafood food preparations nes	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	16
Germany	11
China	7
Spain	6

By regions

Region	Percent
Western Europe	23
Northern America	20
Asia	20
Northern Europe	11

Catalogue of Diversification Opportunities 2022

France	5	Southern Europe	9
United Kingdom	5	Eastern Europe	9
Canada	4	South America	4
Netherlands	3		
Italy	3		
Thailand	3		
Russian Federation	3		
Belgium	3		
Poland	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	
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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

Catalogue of Diversification Opportunities 2022

	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
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
	(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
	(381800) Chemical element/compound wafers doped for electronic, \$0-45	MY 225	PH 57.5	CN 37.9	365.9
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8

Catalogue of Diversification Opportunities 2022

	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(392119) Sheet etc, cellular of plastics nes, \$52-171	US 262	KR 63.9	FR 28.4	404.0
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(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
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
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
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
	(730459) Alloy steel pipe or tubing, except cold rolled, \$2-10	KR 84.3	ID 33.1	US 25.5	254.0
	(730449) Stainless steel pipe or tubing, except cold rolled, \$0-6	FR 51.6	RU 28.7	KR 27.5	210.2

Catalogue of Diversification Opportunities 2022

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
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(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
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870190) Wheeled tractors nes, \$47189-103585	US 434	GB 350.8	BE 213.8	1571.5
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0

Catalogue of Diversification Opportunities 2022

	(870422) Diesel powered trucks weighing 5-20 tonnes, \$52514-103973	GB 577.9	CA 173.6	IE 145.2	1180.6
Optical, technical, medical, etc apparatus	(902111) Artificial joints, \$1061-2135	FR 315.8	CH 165.9	GB 101.2	809.7
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8
	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2

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
	(010119) Horses, live except pure-bred breeding, \$1127-15817	NL 26	IT 11.8	CA 5.9	61.7
Meat and edible meat offal	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6

Catalogue of Diversification Opportunities 2022

	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(021020) Bovine meat salted, dried or smoked, \$6-22	ES 8.5	IT 4.2	GB 3.8	23.1
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
	(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	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-0	IT 35.4	IE 24.8	PH 4.7	79.9
	(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	(070940) Celery, other than celeriac, fresh or chilled, \$1-3	CA 108.9	HK 4.6	DE 4.4	144.2

Catalogue of Diversification Opportunities 2022

	(070420) Brussels sprouts, fresh or chilled, \$1-3	US 62.5	CA 5	DE 1.5	74.4
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
Edible fruit, nuts, peel of citrus fruit, melons	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080232) Walnuts, fresh or dried, shelled, \$10-17	DO .9	FR .5	CZ .5	4.0
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	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110419) Cereals, rolled or flaked grains nes, \$0-0	IE 5.7	CY 4.9	FR 4.2	30.1
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
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

Catalogue of Diversification Opportunities 2022

	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120500) Rape or colza seeds, \$8-21	FR 8.8	EE 2.8	BY 2.1	23.1
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(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
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8

Catalogue of Diversification Opportunities 2022

	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-0	DK 5.6	RO 3.7	HU 3.4	30.1
	(200990) Mixtures of juices not fermented or spirited, \$8-24	DE 14.4	AF 6.6	AT 1.7	27.4
	(200510) Homogenized vegetable preparations, not frozen/vinega, \$1-5	GB 8.8	KZ 7.4	ES 2.9	25.6
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230630) Sunflower seed oil-cake and other solid residues, \$1-9	GB .3	LV .2	IT .1	0.6

Czechia

Basic statistics

Current diversification (number of products)	18,757	Potential new products more complex (percentage)	85
Potential new products	380	Export opportunity in more complex products (percentage)	71
Potential new products more complex than the country's average	324	Import replacement opportunity in more complex products (percentage)	85

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	17
Machinery & mech appliance etc	15
Miscellaneous chemical products	10
Optical, photo, technical, medical, etc apparatus	7
Iron and steel	6
Dairy products, eggs, honey, edible animal product nes	6
Nickel and articles thereof	6
Inorganic chemicals, precious metal compound, isotopes	5
Aluminium and articles thereof	5
Electrical, electronic equipment	4
Sum of others with smaller share	21

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

By countries

Country	Percent
USA	19
China	8
France	6
Netherlands	5
United Kingdom	4
China, Hong Kong SAR	4
Singapore	4
Germany	4
Czechia	3
Belgium	3
Spain	3
Japan	3
India	3
Others	19

By regions

Region	Percent
Asia	35
Northern America	20
Western Europe	20
Eastern Europe	6
Northern Europe	6
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
Dairy products, eggs, honey, edible animal products	76

Catalogue of Diversification Opportunities 2022

Animal, vegetable fats and oils, cleavage products, etc	23
Meat and edible meat offal	1

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

By countries

Country	Percent
China, Hong Kong SAR	45
France	22
Rep. of Korea	5
Singapore	4
Spain	3
Türkiye	3
Others	5

By regions

Region	Percent
Asia	60
Western Europe	26
Southern Europe	3

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	
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
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0

Catalogue of Diversification Opportunities 2022

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, \$0-3	BE 45.1	AU 11.2	PH 3.7	61.8
	(285000) Hydrides, nitrides, azides, silicides and borides, \$113-260	DE 13.1	JP 3.7	IE 3	26.8
	(280461) Silicon, >99.99% pure, \$91-223	GB 13	AU 3.1	DE .9	17.7
	(282010) Manganese dioxide, \$1-6	MY 4.6	SG 2.9	PL 1.2	15.9
Organic chemicals	(293219) Heterocyclic compounds with unfused furan ring, nes, \$0-20	NL 154.7	IT 27.9	GB 18.8	236.2
	(290810) Halogen derivs of phenols or phenol-alcohols, & salts, \$0-6	CN 80.1	KR 21	IN 6	115.6
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$28-69	NL 73.1	CN 22.3	IN 5.3	113.7
	(293090) Organo-sulphur compounds, nes, \$32-76	BR 53.2	US 13.6	AU 8.3	91.3
	(291830) Carboxylic acids (aldehyde, ketone function), derivs, \$0-10	FR 16.4	DE 14.8	SG 12.8	83.4
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$204-452	CZ 229.1	SG 130.1	DE 65	701.5
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$6-12	CN 20.7	NG 10.3	CH 2.8	49.2
	(380630) Ester gums, \$0-1	FR 4.6	BY 2	NL 2	18.7

Catalogue of Diversification Opportunities 2022

	(381010) Metal pickling preps, solder and brazing flux, etc., \$105-302	FI 1.7	CN 1.1	SE 1.1	7.8
	(380110) Artificial graphite, \$70-281	CN 4.2	AO .5	SG .4	5.8
Iron and steel	(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
	(721250) Flat rolled iron or non-alloy steel, <600mm, plated/coated, nes, \$0-1	DE 21.5	PH 8.7	FR 8.2	64.6
	(722300) Wire of stainless steel, \$60-258	CR 37.5	DK 1	BW .9	41.4
	(722220) Stainless steel bar nfw than cold formed/cold finishe, \$16-21	CH 10.2	FR 9	BR 4.4	34.2
	(722870) Angles, shapes and sections, alloy steel, nes, \$8-19	FR 4	NO 2.2	NL .6	9.6
Nickel and articles thereof	(750400) Nickel powders and flakes, \$0-21	CN 105.7	KR 56.3	US 20.2	210.8
	(750220) Nickel unwrought, alloyed, \$13-50	GB 63	US 34.8	IT 16	170.5
	(750512) Bars, rods and profiles, nickel alloy, \$60-115	VN 22.9	ES 20.3	IL 18.7	71.0
	(750511) Bars, rods and profiles, nickel, not alloyed, \$0-18	IT 4.3	ES .5	IN .4	6.0
	(750711) Tubes and pipe, nickel, not alloyed, \$76-153	FR .5	BR .2	AE .1	1.1
Aluminium and articles thereof	(760120) Aluminium unwrought, alloyed, \$2-3	US 354.5	FR 30.5	SA 6.3	415.2
Machinery & mech appliance etc	(844319) Offset printing machinery nes, \$323170-665945	US 148.7	NL 51.9	SG 35.7	312.3

Catalogue of Diversification Opportunities 2022

	(844350) Printing machinery nes, \$13408-33108	US 231.8	BR 17.9	BE 9.6	297.8
	(841780) Industrial furnace, oven, incinerator non-electric ne, \$84480-425386	CN 42.5	UZ 8.7	IT 8.3	98.7
	(846241) Num controlled punch, notch, punch-shear machines, \$165155-406952	GB 23.4	DE 20.3	PL 9.5	89.7
	(845710) Machining centres, for working metal, \$0-38624	ES 39.4	GR 7.9	PT 7.6	76.3
Electrical, electronic equipment	(850164) AC generators, of an output > 750 kVA, \$0-1016	BO 40.9	SG 7.5	MY 3.1	54.4
	(853921) Filament lamps, tungsten halogen, \$22-35	GB 40.6	CN 7.4	BE 3.7	54.0
	(854710) Electrical insulating fittings of ceramics, \$83-193	CN 8.2	FR 4.6	PH 2.4	24.7
	(850790) Parts of electric accumulators, including separators, \$96-143	DE 17.3	HU 3.6	MY 1.1	24.6
	(853010) Electric signal, safety & traffic controls, railway, \$165-3793	IN 11.9	CN 3.5	EG 2.6	24.3
Optical, photo, technical, medical, etc apparatus	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(902221) Medical apparatus using alpha, beta or gamma radiatio, \$137-16106	TH 13.8	IN 11.2	NL 4.4	40.8
	(900691) Parts and accessories for photographic cameras, \$552-1430	DE 5	DK 2.4	CH 1.7	11.8
	(901010) Equipment for automatic development of photo film, \$226-13138	KR 1.4	VN 1.2	CN 1.1	7.9

Catalogue of Diversification Opportunities 2022

	(902990) Parts and accessories of revolution counters, etc, \$2477-2801	JP 1	HK .3	BF 0	1.4
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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	(020610) Bovine edible offal, fresh or chilled, \$0-2	IE .9	KM .5	DE .4	3.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0
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
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$14-49	CN .6	DK .2	DE .1	1.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120791) Poppy seeds, \$48-100	CI 0	CL 0	RS 0	0.0
Animal,vegetable fats and oils, cleavage products, etc	(151521) Maize oil crude, \$0-2	SG 21.9	TR 16.8	MY 8.8	70.3
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$15-56	KR 28.8	UA 4.9	FR 3.4	45.9
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$2-4	GB .5	HK .3	SG .2	2.0

Catalogue of Diversification Opportunities 2022

	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$18-62	NO .6	LT .2	JP .1	1.4
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Côte d'Ivoire

Basic statistics

Current diversification (number of products)	3,357	Potential new products more complex (percentage)	81
Potential new products	4,090	Export opportunity in more complex products (percentage)	56
Potential new products more complex than the country's average	3,299	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
Machinery & mech appliance etc	14
Organic chemicals	8
Electrical, electronic equipment	8
Iron and steel	7
Optical, photo, technical, medical, etc apparatus	7
Plastics and articles thereof	6
Vehicles other than railway, tramway	4
Inorganic chemicals, precious metal compound, isotopes	2
Articles of iron or steel	2
Pharmaceutical products	2
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	13
China	7
France	6
Germany	5
Thailand	4
United Kingdom	3
Russian Federation	3
Japan	3
Netherlands	3
Rep. of Korea	3
Italy	3
India	3
Others	29

By regions

Region	Percent
Asia	37
Western Europe	19
Northern America	15
Eastern Europe	8
Southern Europe	7
Northern 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
Cereals	18

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	13
Animal,vegetable fats and oils, cleavage products, etc	9
Meat and edible meat offal	8
Edible fruit, nuts, peel of citrus fruit, melons	8
Cereal, flour, starch, milk preparations and products	6
Vegetable, fruit, nut, etc food preparations	6
Tobacco and manufactured tobacco substitutes	5
Meat, fish and seafood food preparations nes	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Residues, wastes of food industry, animal fodder	3
Milling products, malt, starches, inulin, wheat gluten	3
Products of animal origin, nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	15
China	11
Germany	5

By regions

Region	Percent
Asia	37
Northern America	17
Western Europe	16

Catalogue of Diversification Opportunities 2022

Netherlands	4	Northern Europe	9
France	4	Southern Europe	6
Japan	4	Eastern Europe	5
Viet Nam	4	South America	4
China, Hong Kong SAR	3		
Italy	3		
United Kingdom	3		
Others	28		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300510) Medical dressings etc. having an adhesive layer, \$14-51	DE 104.9	US 93	ES 46.2	462.3
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8

Catalogue of Diversification Opportunities 2022

Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
Articles of iron or steel	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
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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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
	(051191) Fish, shellfish and crustaceans (non-food), \$0-1	FR 25.3	JP 22.8	CN 13.1	104.8
Edible fruit, nuts, peel of citrus fruit, melons	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100510) Maize (corn) seed, \$2-6	HU 24.2	GB 21.3	RO 20.2	244.7
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190540) Rusks, toasted bread and similar toasted products, \$0-2	FR 26.2	IN 4.5	RO 2.7	56.5

Catalogue of Diversification Opportunities 2022

	(190220) Stuffed pasta, \$0-2	ES 5.5	FR 4.6	NL 4.5	35.4
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230990) Animal feed preparations nes, \$13-36	ES 16.4	CO 4.5	BR 3	38.4
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Dem. People's Rep. of Korea

Basic statistics

Current diversification (number of products)	1,899	Potential new products more complex (percentage)	72
Potential new products	4,505	Export opportunity in more complex products (percentage)	43
Potential new products more complex than the country's average	3,257	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
Machinery & mech appliance etc	11
Organic chemicals	7
Electrical, electronic equipment	7
Iron and steel	7
Optical, photo, technical, medical, etc apparatus	6
Pharmaceutical products	6
Plastics and articles thereof	4
Vehicles other than railway, tramway	3
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	13
China	7
Germany	7
France	6
Thailand	4
United Kingdom	4
India	3
Italy	3
Netherlands	3
Rep. of Korea	3
Japan	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	15
Northern Europe	7
Southern Europe	7
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	17
Meat and edible meat offal	15

Catalogue of Diversification Opportunities 2022

Cereals	11
Beverages, spirits and vinegar	7
Vegetable, fruit, nut, etc food preparations	6
Edible fruit, nuts, peel of citrus fruit, melons	6
Animal,vegetable fats and oils, cleavage products, etc	6
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations nes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Tobacco and manufactured tobacco substitutes	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Milling products, malt, starches, inulin, wheat gluten	2
Cocoa and cocoa preparations	2
Sum of others with smaller share	7

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

By countries

Country	Percent
China	20
USA	13
Germany	7
United Kingdom	5

By regions

Region	Percent
Asia	42
Western Europe	16
Northern America	14
Northern Europe	9

Catalogue of Diversification Opportunities 2022

Russian Federation	3	Eastern Europe	6
China, Hong Kong SAR	3	Southern Europe	4
France	3		
Viet Nam	3		
Others	25		

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300510) Medical dressings etc. having an adhesive layer, \$14-51	DE 104.9	US 93	ES 46.2	462.3
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0

Catalogue of Diversification Opportunities 2022

	(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
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(391810) Floor, wall, ceiling cover, roll, tile, vinyl chlorid, \$0-2	FR 179.4	ID 54	GB 34.5	488.0
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6

Catalogue of Diversification Opportunities 2022

	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080410) Dates, fresh or dried, \$6-13	FR 7.4	ZA 5.5	DK 3.9	37.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15	US 111.1	CA 30.3	DE 16.7	183.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1

Catalogue of Diversification Opportunities 2022

	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinegar, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Catalogue of Diversification Opportunities 2022

	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Dem. Rep. of the Congo

Basic statistics

Current diversification (number of products)	2,070	Potential new products more complex (percentage)	78
Potential new products	3,734	Export opportunity in more complex products (percentage)	48
Potential new products more complex than the country's average	2,894	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
Machinery & mech appliance etc	12
Plastics and articles thereof	9
Electrical, electronic equipment	9
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Organic chemicals	5
Articles of iron or steel	4
Miscellaneous chemical products	3
Vehicles other than railway, tramway	3
Wood and articles of wood, wood charcoal	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
France	7
Germany	6
China	6
Thailand	4
Netherlands	4
Rep. of Korea	3
Italy	3
Japan	3
India	3
United Kingdom	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
Eastern Europe	8
Southern Europe	6
Northern 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	15
Dairy products, eggs, honey, edible animal product nes	12

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	11
Residues, wastes of food industry, animal fodder	10
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	9
Animal,vegetable fats and oils, cleavage products, etc	7
Meat, fish and seafood food preparations nes	6
Cocoa and cocoa preparations	5
Cereals	4
Meat and edible meat offal	4
Cereal, flour, starch, milk preparations and products	4
Miscellaneous edible preparations	3
Sugars and sugar confectionery	2
Live animals	2
Sum of others with smaller share	6

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

By countries

Country	Percent
Germany	12
USA	11
United Kingdom	7
Netherlands	5

By regions

Region	Percent
Asia	30
Western Europe	22
Northern America	13
Northern Europe	12

Catalogue of Diversification Opportunities 2022

Russian Federation	4	Eastern Europe	9
Rep. of Korea	4	Southern Europe	6
Japan	4	Oceania	3
Italy	3		
France	3		
Philippines	3		
United Arab Emirates	3		
China	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(440122) Wood in chips, non-coniferous, \$0-0	CN 273.6	JP 238.3	ID 93.6	694.4
	(441119) Fibreboard >0.8 g/cm ² worked/surface covered, \$0-0	FR 190.1	US 123.6	ES 27	571.3
	(441010) Particle board of wood, \$0-1	NL 76.3	TJ 28.4	PE 20.2	251.2

Catalogue of Diversification Opportunities 2022

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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(871140) Motorcycles, spark ignition engine of 500-800 cc, \$2594-6951	FR 53.7	ES 47	GB 46.8	344.6
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(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
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal products	(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

Catalogue of Diversification Opportunities 2022

	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(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
	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2

Catalogue of Diversification Opportunities 2022

	(120600) Sunflower seeds, \$0-0	TR 184.9	FR 123.2	BG 102.2	651.4
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5

Catalogue of Diversification Opportunities 2022

	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170390) Molasses, except cane molasses, \$0-3	US 6.9	SA 2	MY 1.8	16.2
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7

Catalogue of Diversification Opportunities 2022

	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2

Catalogue of Diversification Opportunities 2022

	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8

Denmark

Basic statistics

Current diversification (number of products)	19,753	Potential new products more complex (percentage)	80
Potential new products	456	Export opportunity in more complex products (percentage)	60
Potential new products more complex than the country's average	367	Import replacement opportunity in more complex products (percentage)	36

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Iron and steel	18
Organic chemicals	16
Aircraft, spacecraft, and parts thereof	12
Machinery & mech appliance etc	10
Miscellaneous chemical products	6
Nickel and articles thereof	6
Vehicles other than railway, tramway	5
Tanning, dyeing extracts, tannins, derivs, pigments etc	4
Glass and glassware	3
Railway, tramway locomotives, rolling stock, equipment	3
Sum of others with smaller share	18

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

By countries

Country	Percent
China	12
Germany	9
Australia	7
USA	7
France	7
Italy	5
United Kingdom	3
Rep. of Korea	3
Ireland	3
Russian Federation	3
Others	25

By regions

Region	Percent
Asia	31
Western Europe	22
Southern Europe	9
Eastern Europe	8
Northern America	8
Oceania	8
Northern Europe	7
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
Lac, gums, resins, vegetable saps and extracts nes	35
Products of animal origin, nes	18
Fish, crustaceans, molluscs, aquatic invertebrates nes	12

Catalogue of Diversification Opportunities 2022

Live animals	10
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	9
Animal,vegetable fats and oils, cleavage products, etc	8
Edible fruit, nuts, peel of citrus fruit, melons	5
Cereals	2
Milling products, malt, starches, inulin, wheat gluten	1

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

By countries

Country	Percent
Jamaica	12
Japan	12
Germany	10
Kuwait	8
Finland	6
Sri Lanka	6
New Zealand	6
Canada	6
Türkiye	4
Others	8

By regions

Region	Percent
Asia	33
Western Europe	14
Caribbean	12
Northern Europe	12
Southern Europe	6
Oceania	6
Northern America	6
Northern Africa	4

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, \$777-1397	DE 197	FR 100.5	JP 68.3	463.3
	(293379) Lactams other than 6-hexanelactam, \$8-182	GB 55.6	JP 26	IN 24.8	210.0
	(291470) Derivatives of ketones and quinones, \$16-50	US 70.4	DE 31.9	GB 28.3	164.8
	(292690) Nitrile-function compounds, nes, \$32-69	FR 32.6	DE 30	CN 26	146.2
	(290539) Diols except ethylene and propylene glycol, \$0-1	KR 48	ES 34	IT 15.4	117.3
Tanning, dyeing extracts, tannins, derivs, pigments etc	(321590) Ink, other than printing ink, \$161-193	DE 362.4	CH 25.9	CZ 20.9	430.8
	(320420) Synthetic organic fluorescent brightening agents, \$0-4	FR 23.4	CN 11.3	IT 11.1	94.7
	(320740) Glass frit and other glass (powder, granules, flakes), \$0-1	US 12.2	IN 7.5	FR 7.3	83.0
	(320720) Vitriifiable enamels, glazes etc for ceramics and glas, \$29-71	IT 1.5	BR .8	BY .7	5.3
	(320190) Vegetable tanning extracts nes, tannins, salts, deriv, \$26-63	AT 1.8	JP 1.7	CL .4	4.9
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$204-452	CZ 229.1	SG 130.1	DE 65	701.5

Catalogue of Diversification Opportunities 2022

	(381519) Supported catalysts, except nickel or precious metal, \$15066+	FI 54	SA 17.9		71.9
	(380630) Ester gums, \$0-1	FR 4.6	BY 2	NL 2	18.7
	(381210) Prepared rubber accelerators, \$9-17	LK 2	IN 1.3	ID 1.2	9.7
	(381111) Anti-knock preparations based on lead compounds, \$5-16	CA .4	ID .4	ZM .1	1.1
Glass and glassware	(700529) Float glass etc in sheets, non-wired, clear, \$8-15	CN 280	US 32.5	CA 3.3	333.8
	(701820) Glass microspheres < 1 mm in diameter, \$4-10	CN 22.7	RU 2.6	DE 2.4	37.3
	(700231) Tubes of fused quartz or other fused silica, \$21-171	HK 20	NL 2.5	VN 2.3	28.8
	(700231) Tubes of fused quartz or other fused silica, \$0-21	FR 3.8	BE 2	MT .8	9.8
	(701939) Webs, mattresses, other nonwoven fibreglass products, \$38-55	AE 2.7	IN 1.2	BE 1.1	6.5
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
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
	(721934) Cold rolled stainless steel, w >600mm, t 0.5-1.0 mm, \$0-2	IT 68.1	NL 41.8	PL 41	285.5
	(721230) Flat rolled iron or non-alloy steel, <600mm, coated with zinc, nes, \$0-0	AT 23.1	BE 19.5	FR 14.1	127.3

Catalogue of Diversification Opportunities 2022

	(722840) Bar/rod nes, alloy steel nes, nfw forged, \$4-8	CN 70.7	KR 17.7	SG 7.4	107.8
Nickel and articles thereof	(750400) Nickel powders and flakes, \$0-21	CN 105.7	KR 56.3	US 20.2	210.8
	(750220) Nickel unwrought, alloyed, \$13-50	GB 63	US 34.8	IT 16	170.5
	(750712) Tubes and pipe, nickel alloy, \$0-27	IT 27.1	KR 23.8	SA 18.6	132.8
	(750522) Wire, nickel alloy, \$0-24	CH 37.2	CN 17.3	DE 14.9	122.3
	(750610) Plates, sheet, strip and foil, nickel, not alloyed, \$0-20	FR 47.1	BE 26.3	ID 3.1	85.9
Machinery & mech appliance etc	(841932) Dryers for wood, paper pulp, paper or paperboard, \$5439-66927	DE 33.3	US 27.7	RU 22.9	210.1
	(843041) Boring or sinking machinery nes, self-propelled, \$264641-579629	US 90.3	CL 7.3	BY 5.3	143.5
	(846241) Num controlled punch, notch, punch-shear machines, \$3957-165155	FR 26.1	US 22.5	JP 19.8	120.8
	(840619) Steam and vapour turbines nes, \$543767-874745	TH 48.8	PK 38.9	EG 3.6	92.7
	(846241) Num controlled punch, notch, punch-shear machines, \$165155-406952	GB 23.4	DE 20.3	PL 9.5	89.7
Railway, tramway locomotives, rolling stock, equipment	(860699) Railway cars nes, \$3380-48606	RU 63.1	AT 46.5	PL 20.2	227.9
	(860712) Railway & tramway bogies & bissel-bogies, non-driving, \$3-23	DE 44.9	RO 13.4	PL 6.3	88.9

Catalogue of Diversification Opportunities 2022

	(860711) Railway & tramway driving bogies & bissel-bogies, \$10-49	CN 13.6	BY 12.8	AU 11.1	71.2
Vehicles other than railway, tramway	(870290) Buses except diesel powered, \$10429-82069	US 117.3	AE 50.5	IL 22.5	370.0
	(870530) Fire fighting vehicles, \$38798-344786	DE 20.8	AE 16.5	GB 14.4	215.4
	(870323) Automobiles, spark ignition engine of 1500-3000 cc, \$0-9948	ZA 138			138.0
	(871495) Bicycle saddles, \$2-42	DO 1			1.0
	(870911) Work trucks, electrically powered, \$0-2611	ZA .5			0.5
Aircraft, spacecraft, and parts thereof	(880230) Fixed wing aircraft, unladen weight 2,000-15,000 kg, \$1.56e+07-2.24e+07	AU 943.7	IE 286.5	CO 226.9	1754.2

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	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030542) Herrings, smoked, including fillets, \$26-40	JM .6	FI 0	AE 0	0.7
Products of animal origin, nes	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0
Edible vegetables and certain roots and tubers	(070910) Globe artichokes, fresh or chilled, \$0-2	UA 0			0.0

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	(080420) Figs, fresh or dried, \$78-142	FI .3	MA 0		0.3
	(080920) Cherries, fresh, \$51-101	FI 0	FR 0	BH 0	0.0
Cereals	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$14-30	SA 0	NZ 0	CH 0	0.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$4-5	NZ .2	GB .1	KE 0	0.3
	(121299) Vegetable products nes for human consumption, \$160-202	JP .2	FI 0	UA 0	0.2
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
Animal,vegetable fats and oils, cleavage products, etc	(150790) Refined soya-bean oil, not chemically modified, \$6-19	TR .1	AO .1	US 0	0.3
	(151912) Oleic acid, \$5-10	RO .1	FR 0	RU 0	0.2

Djibouti

Basic statistics

Current diversification (number of products)	576	Potential new products more complex (percentage)	74
Potential new products	3,681	Export opportunity in more complex products (percentage)	35
Potential new products more complex than the country's average	2,725	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
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	8
Pharmaceutical products	6
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	5
Organic chemicals	5
Paper & paperboard, articles of pulp, paper and board	4
Miscellaneous chemical products	3
Articles of iron or steel	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	15
Germany	7
China	6
France	6
Netherlands	4
Thailand	4
United Kingdom	4
Italy	3
India	3
Canada	3
Japan	3
Rep. of Korea	3
Others	27

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	18
Eastern Europe	7
Northern Europe	7
Southern Europe	7
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
Dairy products, eggs, honey, edible animal product nes	18

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	14
Cereal, flour, starch, milk preparations and products	12
Meat and edible meat offal	10
Animal,vegetable fats and oils, cleavage products, etc	9
Vegetable, fruit, nut, etc food preparations	9
Cocoa and cocoa preparations	7
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	4
Edible vegetables and certain roots and tubers	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Milling products, malt, starches, inulin, wheat gluten	2
Products of animal origin, nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Sum of others with smaller share	5

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

By countries

Country	Percent
USA	13
China	10
United Kingdom	8

By regions

Region	Percent
Asia	36
Western Europe	16
Northern America	15

Catalogue of Diversification Opportunities 2022

Russian Federation	7	Eastern Europe	12
Japan	4	Northern Europe	12
France	4	Southern Europe	5
United Arab Emirates	4		
Netherlands	4		
Germany	4		
Philippines	3		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5

Catalogue of Diversification Opportunities 2022

Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5

Catalogue of Diversification Opportunities 2022

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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

Catalogue of Diversification Opportunities 2022

	(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
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(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
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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6

Catalogue of Diversification Opportunities 2022

	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(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	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2

Catalogue of Diversification Opportunities 2022

	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(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	(190110) Infant foods of cereals, flour, starch or milk, retail, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(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

Catalogue of Diversification Opportunities 2022

	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9

Dominica

Basic statistics

Current diversification (number of products)	871	Potential new products more complex (percentage)	74
Potential new products	3,544	Export opportunity in more complex products (percentage)	35
Potential new products more complex than the country's average	2,612	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
Machinery & mech appliance etc	10
Electrical, electronic equipment	10
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Paper & paperboard, articles of pulp, paper and board	4
Iron and steel	3
Organic chemicals	3
Articles of iron or steel	3
Pharmaceutical products	3
Miscellaneous chemical products	2
Sum of others with smaller share	46

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

By countries

Country	Percent
USA	15
France	7
China	7
Germany	5
Thailand	4
United Kingdom	4
Italy	3
Netherlands	3
Japan	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
Northern Europe	7
Eastern 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	18
Dairy products, eggs, honey, edible animal product nes	17
Meat and edible meat offal	13
Vegetable, fruit, nut, etc food preparations	9

Catalogue of Diversification Opportunities 2022

Animal, vegetable fats and oils, cleavage products, etc	7
Cereal, flour, starch, milk preparations and products	7
Meat, fish and seafood food preparations nes	6
Cocoa and cocoa preparations	5
Miscellaneous edible preparations	4
Live trees, plants, bulbs, roots, cut flowers etc	2
Edible vegetables and certain roots and tubers	2
Residues, wastes of food industry, animal fodder	2
Beverages, spirits and vinegar	1
Sugars and sugar confectionery	1
Sum of others with smaller share	4

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

By countries

Country	Percent
China	14
USA	13
United Kingdom	6
Netherlands	5
Germany	5
Russian Federation	5

By regions

Region	Percent
Asia	40
Western Europe	17
Northern America	14
Northern Europe	10
Eastern Europe	9
Southern Europe	4

Catalogue of Diversification Opportunities 2022

France	4
United Arab Emirates	4
Japan	3
China, Hong Kong SAR	3
Others	22

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0

Catalogue of Diversification Opportunities 2022

	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5

Catalogue of Diversification Opportunities 2022

	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(847191) Digital computer cpu with some of storage/input/output, \$3247-7611	HK 283.7	IE 161.6	US 139.4	885.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(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, etc apparatus	(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
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060210) Cuttings and slips, not rooted, \$0-0	US 26	NL 16.5	CA 3.4	50.4
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071339) Beans dried, shelled, nes, \$1-2	CA 15.5	US 10.9	GB 3	40.8
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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, nes, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preparations, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preparations, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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

Catalogue of Diversification Opportunities 2022

Meat, fish and seafood food preparations nes	(160100) Sausages, similar products of meat, meat offal & bloo, \$2-7	HU 86	RU 66.3	BE 57.8	516.3
	(160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6	JP 140.7	NL 48.3	IE 39.7	480.1
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
Sugars and sugar confectionery	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180690) Chocolate/cocoa food preparations nes, \$11-22	ID 31.7	FI 24.7	ES 12.2	120.7
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
Miscellaneous edible preparations	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7

Catalogue of Diversification Opportunities 2022

Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230990) Animal feed preparations nes, \$13-36	ES 16.4	CO 4.5	BR 3	38.4

Dominican Rep.

Basic statistics

Current diversification (number of products)	4,824	Potential new products more complex (percentage)	82
Potential new products	3,605	Export opportunity in more complex products (percentage)	67
Potential new products more complex than the country's average	2,961	Import replacement opportunity in more complex products (percentage)	56

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	20
Machinery & mech appliance etc	8
Vehicles other than railway, tramway	7
Iron and steel	6
Organic chemicals	6
Pharmaceutical products	6
Electrical, electronic equipment	5
Plastics and articles thereof	4
Optical, photo, technical, medical, etc apparatus	3
Articles of iron or steel	2
Sum of others with smaller share	33

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

By countries

Country	Percent
China	27
USA	8
Germany	6
France	4
Rep. of Korea	3
Thailand	3
United Kingdom	3
Japan	3
Italy	3
Belgium	3
Netherlands	3
Others	21

By regions

Region	Percent
Asia	50
Western Europe	18
Northern America	10
Northern Europe	6
Southern Europe	6
Eastern Europe	5

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Cereals	18
Edible fruit, nuts, peel of citrus fruit, melons	17

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	13
Meat and edible meat offal	9
Animal, vegetable fats and oils, cleavage products, etc	9
Vegetable, fruit, nut, etc food preparations	6
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	5
Meat, fish and seafood food preparations nes	5
Cereal, flour, starch, milk preparations and products	5
Residues, wastes of food industry, animal fodder	3
Sugars and sugar confectionery	3
Miscellaneous edible preparations	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	3

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

By countries

Country	Percent
China	11
Germany	9
USA	9
United Kingdom	5

By regions

Region	Percent
Asia	37
Western Europe	19
Northern America	11
Northern Europe	9

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	4	Southern Europe	8
Viet Nam	4	Eastern Europe	6
Italy	4	South America	3
France	4	Northern Africa	3
Japan	3		
Netherlands	3		
Rep. of Korea	3		
Others	27		

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	
desc	description_prod2				tt_exp_op
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
	(262040) Ash or residues containing mainly aluminium, \$0-1	DE 7.8	US 5.5	HU 3.1	22.4
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390720) Polyethers nes, in primary forms, \$0-1	IT 172.6	TR 74.2	EG 44.4	564.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
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

Catalogue of Diversification Opportunities 2022

	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3

Catalogue of Diversification Opportunities 2022

	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
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), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4
	(901490) Parts and accessories for navigational instruments, \$1050-2446	US 294.3	SG 72.6	HK 64.6	502.0

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	
desc	description_prod2	#1	#2	#3	tt_exp_op
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030549) Smoked fish & fillets other than herrings or salmon, \$6-21	DE 55.7	SE 9.9	IT 6	99.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
	(030619) Crustaceans nes, frozen,, \$6-17	KR 5.8	SA 5.5	NZ 5.3	31.9
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(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
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(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
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(071021) Peas, frozen, uncooked steamed or boiled, \$0-1	GB 10.2	US 6.3	CN 4.7	44.6

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(080211) Almonds in shell fresh or dried, \$3-9	CN 222.5	IN 75	AE 15.2	373.8
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(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

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(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
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
	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9

Catalogue of Diversification Opportunities 2022

	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(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

Ecuador

Basic statistics

Current diversification (number of products)	5,134	Potential new products more complex (percentage)	79
Potential new products	3,668	Export opportunity in more complex products (percentage)	53
Potential new products more complex than the country's average	2,904	Import replacement opportunity in more complex products (percentage)	57

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Organic chemicals	9
Pharmaceutical products	8
Iron and steel	8
Electrical, electronic equipment	7
Vehicles other than railway, tramway	6
Optical, photo, technical, medical, etc apparatus	5
Plastics and articles thereof	5
Articles of iron or steel	3
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	36

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

By countries

Country	Percent
China	9
USA	9
Germany	7
France	6
Netherlands	4
United Kingdom	4
Thailand	4
Italy	4
India	3
Rep. of Korea	3
Belgium	3
Japan	3
Others	28

By regions

Region	Percent
Asia	38
Western Europe	22
Northern America	11
Southern Europe	8
Northern Europe	7
Eastern Europe	7
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	31

Catalogue of Diversification Opportunities 2022

Cereals	15
Dairy products, eggs, honey, edible animal products nes	11
Fish, crustaceans, molluscs, aquatic invertebrates nes	9
Edible fruit, nuts, peel of citrus fruit, melons	7
Animal, vegetable fats and oils, cleavage products, etc	6
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations nes	3
Beverages, spirits and vinegar	3
Residues, wastes of food industry, animal fodder	2
Vegetable, fruit, nut, etc food preparations	2
Milling products, malt, starches, inulin, wheat gluten	2
Lac, gums, resins, vegetable saps and extracts nes	2
Miscellaneous edible preparations	1
Sum of others with smaller share	3

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

By countries

Country	Percent
China	25
France	5
China, Hong Kong SAR	4

By regions

Region	Percent
Asia	52
Western Europe	14
Southern Europe	8

Catalogue of Diversification Opportunities 2022

Italy	4	Northern Europe	7
Viet Nam	4	Eastern Europe	6
Germany	4	Northern America	5
United Kingdom	4	South America	3
USA	3		
Rep. of Korea	3		
Others	25		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6

Catalogue of Diversification Opportunities 2022

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
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
	(300640) Dental cements and other dental fillings, bone cement, \$70-281	NL 105.3	GB 12.7	US 7.3	188.1
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1

Catalogue of Diversification Opportunities 2022

	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances, nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(870190) Wheeled tractors nes, \$9592-47189	DE 304	FR 243.8	US 144.1	1308.8

Catalogue of Diversification Opportunities 2022

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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$0-7	FR 590.9	IT 288.8	DE 258.9	1625.0
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8

Catalogue of Diversification Opportunities 2022

	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal products	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(081310) Apricots, dried, \$2-6	BY 13.7	NL 8.1	NZ 2.6	32.6
	(081330) Apples, dried, \$3-10	AU 2	CH 1.3	NL 1.1	11.0
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3

Catalogue of Diversification Opportunities 2022

	(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
	(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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(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
	(130212) Liquorice extract, \$7-20	IT 3.2	FI 1.9	DE 1.5	9.7
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

Catalogue of Diversification Opportunities 2022

	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
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
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190540) Rusks, toasted bread and similar toasted products, \$4-9	MU 2.2	US 1.2	CN .5	7.4
Vegetable, fruit, nut, etc food preparations	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1

Catalogue of Diversification Opportunities 2022

		(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
		(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
		(200960) Grape juice or must not fermented or spirited, \$1-2	CA 6.1	SA 5	JP 2.7	31.4
		(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-0	DK 5.6	RO 3.7	HU 3.4	30.1
Miscellaneous preparations	edible	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
		(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
		(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2
		(210130) Chicory & other coffee substitutes, roasted & product, \$3-14	DE 4	IT 2.2	RU 1.9	15.1
Beverages, spirits and vinegar		(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
		(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
		(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
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

Catalogue of Diversification Opportunities 2022

	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Egypt

Basic statistics

Current diversification (number of products)	8,762	Potential new products more complex (percentage)	88
Potential new products	2,623	Export opportunity in more complex products (percentage)	67
Potential new products more complex than the country's average	2,296	Import replacement opportunity in more complex products (percentage)	75

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Organic chemicals	11
Vehicles other than railway, tramway	11
Electrical, electronic equipment	6
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	5
Inorganic chemicals, precious metal compound, isotopes	4
Meat and edible meat offal	4
Miscellaneous chemical products	3
Pharmaceutical products	3
Sum of others with smaller share	34

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

By countries

Country	Percent
USA	13
China	12
Germany	7
France	5
United Kingdom	4
Japan	3
Netherlands	3
Italy	3
Russian Federation	3
Rep. of Korea	3
India	3
Others	26

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	15
Northern Europe	8
Eastern 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
Meat and edible meat offal	44
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Live animals	6
Cereals	5
Tobacco and manufactured tobacco substitutes	4
Meat, fish and seafood food preparations nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Dairy products, eggs, honey, edible animal product nes	3
Edible fruit, nuts, peel of citrus fruit, melons	3
Residues, wastes of food industry, animal fodder	3
Products of animal origin, nes	2
Lac, gums, resins, vegetable saps and extracts nes	2
Sum of others with smaller share	4

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

By countries

Country	Percent
China	28
Germany	11
Japan	7
USA	6

By regions

Region	Percent
Asia	46
Western Europe	20
Northern Europe	9
Eastern Europe	8

Catalogue of Diversification Opportunities 2022

Spain	3	Northern America	7
United Kingdom	3	Southern Europe	6
Netherlands	3		
Others	18		

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	
desc	description_prod2	#1	#2	#3	tt_exp_op
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7

Catalogue of Diversification Opportunities 2022

	(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
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
Organic chemicals	(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
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
	(300390) Medicaments nes, formulated, in bulk, \$136-318	ES 44.7	AT 38.9	NL 33.2	214.8

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381800) Chemical element/compound wafers doped for electronic, \$0-45	MY 225	PH 57.5	CN 37.9	365.9
Iron and steel	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
	(722490) Semi-finished products of alloy steel except stainles, \$0-1	US 312.5	FR 23.9	CN 18.9	384.9
	(722540) Hot rolled alloy-steel, not in coil width >600mm, nes, \$0-0	TH 44.5	JP 39.8	MM 37.6	333.9
	(722540) Hot rolled alloy-steel, not in coil width >600mm, nes, \$0-2	KR 47.3	VN 44.4	RU 40.9	320.9
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3

Catalogue of Diversification Opportunities 2022

	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
Electrical, electronic equipment	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850213) Generating sets, diesel, output > 375 kVA, \$30802-87805	EG 73	NG 44.1	JP 42.1	495.9
	(850423) Liquid dielectric transformers > 10,000 KVA, \$2387-392273	FR 66.9	BH 26.9	CI 26.7	442.3
	(850710) Lead-acid electric accumulators (vehicle), \$76-126	GB 96	BE 39	SE 35.1	253.2
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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
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

Catalogue of Diversification Opportunities 2022

	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8
	(903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28	US 350.7	IN 8.8	HK 6.6	376.5

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8

Catalogue of Diversification Opportunities 2022

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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal product nes	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(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
	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
	(040210) Milk powder < 1.5% fat, \$3-6	GB 2	BH 1.5	NZ 1.5	12.5
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
Edible fruit, nuts, peel of citrus fruit, melons	(080211) Almonds in shell fresh or dried, \$3-9	CN 222.5	IN 75	AE 15.2	373.8

Catalogue of Diversification Opportunities 2022

	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(080240) Chestnuts, fresh or dried, \$2-7	JP 17.7	ES 7.2	AT 2.2	35.7
	(080120) Brazil nuts, fresh or dried, \$6-12	CA 9	CH 1.9	DE 1.8	24.7
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$0-5	RU 8.9	AE 4.9	SE 1.7	21.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(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, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9

Catalogue of Diversification Opportunities 2022

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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-0	JP 23.8	DK 14.4	VN 10.1	90.8
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$15-56	KR 28.8	UA 4.9	FR 3.4	45.9
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
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6

Catalogue of Diversification Opportunities 2022

	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8
Tobacco and tobacco manufactured substitutes	(240399) Products of tobacco, substitutes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1

El Salvador

Basic statistics

Current diversification (number of products)	4,957	Potential new products more complex (percentage)	80
Potential new products	3,754	Export opportunity in more complex products (percentage)	57
Potential new products more complex than the country's average	3,010	Import replacement opportunity in more complex products (percentage)	41

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	20
Machinery & mech appliance etc	9
Vehicles other than railway, tramway	8
Organic chemicals	7
Electrical, electronic equipment	6
Pharmaceutical products	5
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	5
Plastics and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	29

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

By countries

Country	Percent
China	29
USA	8
Germany	6
France	5
United Kingdom	3
Italy	3
Netherlands	3
Others	22

By regions

Region	Percent
Asia	50
Western Europe	17
Northern America	9
Northern Europe	6
Southern Europe	6
Eastern Europe	5
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
Cereals	17
Dairy products, eggs, honey, edible animal products	11
Meat and edible meat offal	10
Edible fruit, nuts, peel of citrus fruit, melons	8
Vegetable, fruit, nut, etc food preparations	7
Animal, vegetable fats and oils, cleavage products, etc	6
Beverages, spirits and vinegar	5

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Milling products, malt, starches, inulin, wheat gluten	4
Residues, wastes of food industry, animal fodder	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Meat, fish and seafood food preparations nes	3
Cocoa and cocoa preparations	3
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	10
Germany	9
China	8
China, Hong Kong SAR	6
France	6
United Kingdom	5
Viet Nam	4
Netherlands	3
Russian Federation	3

By regions

Region	Percent
Asia	37
Western Europe	21
Northern America	11
Northern Europe	11
Southern Europe	6
Eastern Europe	6

Others

27

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(260600) Aluminium ores and concentrates, \$0-0	US 24.6	JP 4.9	SI 4.6	55.5
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
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

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(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

Catalogue of Diversification Opportunities 2022

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
	(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
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
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
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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

Catalogue of Diversification Opportunities 2022

	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
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
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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)
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Catalogue of Diversification Opportunities 2022

		#1	#2	#3	Export opportunity (USD million)
Meat and edible meat offal	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(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
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
Dairy products, eggs, honey, edible animal products nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5

Catalogue of Diversification Opportunities 2022

	(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, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
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
	(080231) Walnuts in shell, fresh or dried, \$2-6	IT 30	IN 20.8	VN 14.5	99.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3

Catalogue of Diversification Opportunities 2022

	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(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
	(120400) Linseed, \$0-3	FR 6.7	DE 3.8	AU 1.2	16.9
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(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
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2

Catalogue of Diversification Opportunities 2022

	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9

Catalogue of Diversification Opportunities 2022

	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6

Equatorial Guinea

Basic statistics

Current diversification (number of products)	418	Potential new products more complex (percentage)	62
Potential new products	2,610	Export opportunity in more complex products (percentage)	23
Potential new products more complex than the country's average	1,622	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	11
Electrical, electronic equipment	10
Machinery & mech appliance etc	9
Optical, photo, technical, medical, etc apparatus	6
Articles of iron or steel	4
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	4
Edible fruit, nuts, peel of citrus fruit, melons	3
Vehicles other than railway, tramway	3
Miscellaneous chemical products	3
Sum of others with smaller share	44

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

By countries

Country	Percent
USA	17
France	7
China	6
Germany	5
United Kingdom	5
Netherlands	4
Russian Federation	3
Japan	3
India	3
Italy	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	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	26
Dairy products, eggs, honey, edible animal products	18
Cocoa and cocoa preparations	12

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	9
Cereal, flour, starch, milk preparations and products	9
Animal,vegetable fats and oils, cleavage products, etc	7
Miscellaneous edible preparations	5
Edible vegetables and certain roots and tubers	3
Beverages, spirits and vinegar	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sugars and sugar confectionery	2
Meat, fish and seafood food preparations nes	2
Lac, gums, resins, vegetable saps and extracts nes	1
Milling products, malt, starches, inulin, wheat gluten	1
Sum of others with smaller share	1

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

By countries

Country	Percent
USA	17
United Kingdom	8
Russian Federation	7
Netherlands	5
Germany	5

By regions

Region	Percent
Asia	31
Northern America	19
Western Europe	18
Eastern Europe	11
Northern Europe	11

Catalogue of Diversification Opportunities 2022

France	5	Southern Europe	6
China	4		
United Arab Emirates	4		
China, Hong Kong SAR	3		
Philippines	3		
Italy	3		
Others	21		

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	
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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, nes, \$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
Organic chemicals	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3

Catalogue of Diversification Opportunities 2022

	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15	BR 133.5	KR 117.8	IN 83.1	421.9
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Paper & paperboard,	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

articles of pulp, paper and board					
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed nes, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(480300) Paper, household, sanitary, width > 36 centimetres, \$1-4	KE 38.3	TH 35.9	DE 24.8	345.4
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
Machinery & mech appliance etc	(847989) Machines and mechanical appliances nes, \$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
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(853224) Electric capacitors, fixed, ceramic, multilayer,, \$69-315	CN 708.7	DE 177.4	PH 108.6	1494.8
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(870821) Safety seat belts for motor vehicles, \$13-56	ES 56.8	GB 52.6	BR 28.6	216.3
	(870821) Safety seat belts for motor vehicles, \$0-13	FR 30.9	TR 29.5	JP 23.6	184.0
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4

Catalogue of Diversification Opportunities 2022

	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
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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 product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
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
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7

Catalogue of Diversification Opportunities 2022

	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070930) Aubergines(egg-plants), fresh or chilled, \$1-3	CA 25.6	GB 6.1	RU 4.3	53.9
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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, nes, \$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
Milling products, malt, starches, inulin, wheat gluten	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110630) Flour, meal, powder of fruit/nut, citrus or melon peel, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
	(110220) Maize (corn) flour, \$0-1	PE 10	CL 3.2	GB 2	32.3
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7
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

Catalogue of Diversification Opportunities 2022

	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
Meat, fish and seafood food preparations nes	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$0-3	JP 5.4	SA 2.6	ES 2.5	30.9
Sugars and sugar confectionery	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1

Catalogue of Diversification Opportunities 2022

	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
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
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(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
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Eritrea

Basic statistics

Current diversification (number of products)	263	Potential new products more complex (percentage)	60
Potential new products	2,599	Export opportunity in more complex products (percentage)	22
Potential new products more complex than the country's average	1,553	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	10
Machinery & mech appliance etc	9
Optical, photo, technical, medical, etc apparatus	5
Organic chemicals	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of apparel, accessories, not knit or crochet	3
Articles of apparel, accessories, knit or crochet	3
Miscellaneous chemical products	3
Articles of iron or steel	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	16
France	7
China	6
Germany	5
Japan	4
Thailand	4
United Kingdom	4
Italy	3
Russian Federation	3
Rep. of Korea	3
Netherlands	3
Others	26

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	17
Eastern Europe	8
Southern Europe	6
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
Cocoa and cocoa preparations	15
Dairy products, eggs, honey, edible animal products	15

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	12
Cereal, flour, starch, milk preparations and products	12
Vegetable, fruit, nut, etc food preparations	10
Animal,vegetable fats and oils, cleavage products, etc	9
Miscellaneous edible preparations	7
Cereals	5
Edible vegetables and certain roots and tubers	4
Sugars and sugar confectionery	4
Live trees, plants, bulbs, roots, cut flowers etc	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Residues, wastes of food industry, animal fodder	1
Sum of others with smaller share	1

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

By countries

Country	Percent
USA	9
Russian Federation	9
France	7
United Kingdom	7

By regions

Region	Percent
Asia	29
Western Europe	21
Eastern Europe	14
Northern Europe	12

Catalogue of Diversification Opportunities 2022

Germany	6	Northern America	12
Netherlands	5	Southern Europe	5
United Arab Emirates	4		
Japan	3		
Others	28		

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
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0

Catalogue of Diversification Opportunities 2022

	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(382390) Chemical industry products, preparations, mixtures ne, \$36-136	NL 446	FR 75.5	CH 42.6	648.0
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Articles of apparel,	(610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8

Catalogue of Diversification Opportunities 2022

accessories, knit or crochet					
	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(621210) Brassieres and parts thereof, \$104-204	DE 66	FR 32.6	BE 31.2	229.9
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-2	IN 84.5	FI 27.6	PT 26.9	280.8

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(901420) Instruments nes for aeronautical/space navigation, \$1997-32976	FR 412.5	US 164.4	AU 36.6	846.9

Catalogue of Diversification Opportunities 2022

	(902190) Orthopaedic appliances, nes, \$1039-2359	GB 131	NL 100.5	JP 63.1	603.2
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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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(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

Catalogue of Diversification Opportunities 2022

	(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
	(070810) Peas, shelled or unshelled, fresh or chilled, \$1-6	NL 8	DE 3.2	DK 3.1	25.9
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6

Catalogue of Diversification Opportunities 2022

	(150590) Derivatives of wool grease (including lanolin), \$6-16	TH 1.2	NL .7	DE .6	6.8
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2

Catalogue of Diversification Opportunities 2022

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
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

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

Catalogue of Diversification Opportunities 2022

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

Catalogue of Diversification Opportunities 2022

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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

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 product nes	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2

Catalogue of Diversification Opportunities 2022

	(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

Catalogue of Diversification Opportunities 2022

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

Eswatini

Basic statistics

Current diversification (number of products)	3,912	Potential new products more complex (percentage)	70
Potential new products	4,424	Export opportunity in more complex products (percentage)	49
Potential new products more complex than the country's average	3,086	Import replacement opportunity in more complex products (percentage)	38

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Pharmaceutical products	8
Organic chemicals	8
Vehicles other than railway, tramway	7
Iron and steel	7
Electrical, electronic equipment	6
Plastics and articles thereof	5
Optical, photo, technical, medical, etc apparatus	4
Inorganic chemicals, precious metal compound, isotopes	4
Articles of iron or steel	2
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	10
China	9
Germany	8
France	5
Italy	4
United Kingdom	4
Thailand	4
India	3
Rep. of Korea	3
Canada	3
Netherlands	3
Belgium	3
Others	27

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	13
Northern Europe	8
Eastern Europe	7
Southern Europe	7
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
Cereals	18

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Edible fruit, nuts, peel of citrus fruit, melons	14
Meat and edible meat offal	13
Dairy products, eggs, honey, edible animal product nes	10
Animal,vegetable fats and oils, cleavage products, etc	10
Tobacco and manufactured tobacco substitutes	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Milling products, malt, starches, inulin, wheat gluten	4
Meat, fish and seafood food preparations nes	4
Residues, wastes of food industry, animal fodder	3
Cocoa and cocoa preparations	3
Vegetable, fruit, nut, etc food preparations	3
Lac, gums, resins, vegetable saps and extracts nes	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	14
Germany	8
China	7

By regions

Region	Percent
Asia	32
Western Europe	18
Northern America	16

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	6	Northern Europe	9
Italy	5	Southern Europe	8
Viet Nam	4	Eastern Europe	6
Netherlands	4	South America	3
United Kingdom	4		
Japan	3		
France	3		
Others	27		

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(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
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8

Catalogue of Diversification Opportunities 2022

	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(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

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6

Catalogue of Diversification Opportunities 2022

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
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
Dairy products, eggs, honey, edible animal product nes	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6

Catalogue of Diversification Opportunities 2022

	(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
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-0	PH 68.6	IT 47.6	MO 14.6	199.4
Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6

Catalogue of Diversification Opportunities 2022

Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(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
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5

Catalogue of Diversification Opportunities 2022

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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130120) Gum arabic, \$2-8	US 13.2	JP 2.4	DE 1.6	26.1
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3

Catalogue of Diversification Opportunities 2022

	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
Vegetable, fruit, nut, etc food preparations	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230890) Vegetable wastes and residues for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Ethiopia

Basic statistics

Current diversification (number of products)	2,851	Potential new products more complex (percentage)	81
Potential new products	3,844	Export opportunity in more complex products (percentage)	54
Potential new products more complex than the country's average	3,098	Import replacement opportunity in more complex products (percentage)	50

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Electrical, electronic equipment	8
Plastics and articles thereof	8
Iron and steel	6
Organic chemicals	6
Vehicles other than railway, tramway	5
Optical, photo, technical, medical, etc apparatus	5
Miscellaneous chemical products	3
Articles of iron or steel	3
Pharmaceutical products	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	12
China	7
Germany	6
France	6
Thailand	4
United Kingdom	4
Italy	3
Belgium	3
Netherlands	3
Canada	3
Japan	3
India	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	15
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Beverages, spirits and vinegar	15

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	15
Edible fruit, nuts, peel of citrus fruit, melons	14
Cereal, flour, starch, milk preparations and products	9
Cereals	8
Animal,vegetable fats and oils, cleavage products, etc	7
Vegetable, fruit, nut, etc food preparations	5
Edible vegetables and certain roots and tubers	4
Meat, fish and seafood food preparations nes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Sugars and sugar confectionery	2
Residues, wastes of food industry, animal fodder	2
Cocoa and cocoa preparations	2
Miscellaneous edible preparations	2
Sum of others with smaller share	4

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

By countries

Country	Percent
China	11
Germany	10
USA	8

By regions

Region	Percent
Asia	36
Western Europe	22
Northern Europe	12

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Northern America	11
Netherlands	5	Eastern Europe	7
France	5	Southern Europe	5
Russian Federation	4		
China, Hong Kong SAR	3		
Italy	3		
Viet Nam	3		
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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5

Catalogue of Diversification Opportunities 2022

	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5

Catalogue of Diversification Opportunities 2022

	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7

Catalogue of Diversification Opportunities 2022

	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8

Catalogue of Diversification Opportunities 2022

	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
Optical, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3
	(070940) Celery, other than celeriac, fresh or chilled, \$1-3	CA 108.9	HK 4.6	DE 4.4	144.2
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6

Catalogue of Diversification Opportunities 2022

	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps nes, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cocoa and cocoa preparations	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8

Catalogue of Diversification Opportunities 2022

	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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

Catalogue of Diversification Opportunities 2022

	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230240) Cereal bran, sharps, residue except maize, wheat, ric, \$0-3	CN 4.1	DE 1.5	LU 1.3	12.6

FS Micronesia

Basic statistics

Current diversification (number of products)	121	Potential new products more complex (percentage)	57
Potential new products	1,448	Export opportunity in more complex products (percentage)	21
Potential new products more complex than the country's average	822	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
Electrical, electronic equipment	9
Machinery & mech appliance etc	8
Plastics and articles thereof	7
Pharmaceutical products	7
Articles of apparel, accessories, not knit or crochet	6
Paper & paperboard, articles of pulp, paper and board	5
Articles of apparel, accessories, knit or crochet	5
Optical, photo, technical, medical, etc apparatus	4
Other made textile articles, sets, worn clothing etc	3
Articles of iron or steel	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	17
France	10
China	5
United Kingdom	5
Germany	5
Russian Federation	4
Japan	4
Belgium	3
Spain	3
Rep. of Korea	3
Netherlands	3
Italy	3
Others	24

By regions

Region	Percent
Asia	29
Western Europe	24
Northern America	19
Eastern Europe	9
Northern Europe	7
Southern Europe	7

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Cereal, flour, starch, milk preparations and products	15

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	13
Beverages, spirits and vinegar	9
Edible vegetables and certain roots and tubers	9
Vegetable, fruit, nut, etc food preparations	7
Cocoa and cocoa preparations	7
Cereals	7
Residues, wastes of food industry, animal fodder	4
Miscellaneous edible preparations	4
Live trees, plants, bulbs, roots, cut flowers etc	4
Sugars and sugar confectionery	3
Edible fruit, nuts, peel of citrus fruit, melons	3
Animal, vegetable fats and oils, cleavage products, etc	3
Coffee, tea, mate and spices	3
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	12
Russian Federation	10
Netherlands	7

By regions

Region	Percent
Asia	27
Western Europe	20
Northern America	15

Catalogue of Diversification Opportunities 2022

Germany	6	Eastern Europe	15
France	6	Northern Europe	9
United Kingdom	6	Sub-Saharan Africa	5
Thailand	4	Southern Europe	5
Saudi Arabia	3		
China	3		
Canada	3		
Japan	3		
Italy	3		
Others	25		

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	
Pharmaceutical products	(300490) Medicaments nes, in dosage, \$157-352	US 3289.8	BE 2563.2	TR 627.7	9319.5
	(300420) Antibiotics nes, in dosage, \$27-143	US 449.9	IT 108.3	RU 96.4	1242.6
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4
	(300450) Vitamins, derivatives, in dosage, \$16-78	RU 63.9	CN 59.2	HK 35.6	414.9

Catalogue of Diversification Opportunities 2022

	(300420) Antibiotics nes, in dosage, \$0-27	RU 58.5	GB 44.9	FR 26.5	382.6
Plastics and articles thereof	(390210) Polypropylene in primary forms, \$0-1	EG 323.9	ID 309.6	CN 224.9	1715.2
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(392010) Sheet/film not cellular/reinf polymers of ethylene, \$2-5	CH 128.3	GB 87.8	JP 61.3	857.1
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
	(390690) Acrylic polymers nes, in primary forms, \$1-5	RU 119.4	TH 72	SA 61.4	691.6
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
	(481820) Paper handkerchiefs, cleansing, facial tissues, towel, \$0-1	US 203.2	FR 56.4	BE 44.7	421.5
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481820) Paper handkerchiefs, cleansing, facial tissues, towel, \$1-4	JP 166.7	CA 18.1	AE 16.6	373.1
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

Catalogue of Diversification Opportunities 2022

	(611120) Babies garments, accessories of cotton, knit, \$0-20	PL 105	GB 76.7	FR 60.9	513.2
	(611592) Hosiery nes, of cotton, knit, \$0-14	FR 83.5	DE 81	ES 56.9	511.0
	(610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12	JP 207.4	US 80.2	FR 44.1	377.0
Articles of apparel, accessories, not knit or crochet	(620193) Mens, boys anoraks etc, of manmade fibres, not knit, \$0-24	KR 778.8	US 245.2	AT 129.3	1521.3
	(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
	(620469) Womens, girls trousers, shorts, material nes, not kni, \$0-9	DE 66.1	ES 40.3	RU 36.8	330.7
Other made textile articles, sets, worn clothing etc	(630140) Blankets (except electric) & travel rugs, synth fibre, \$5-18	US 1179.6	BE 5.4	DE 2.9	1215.2
	(630231) Bed linen, of cotton, nes, \$7-22	US 312.5	DE 22.1	DK 19.1	453.2
	(630531) Sacks & bags, packing, polyethylene or polypropylene, \$0-2	FR 93	NL 74.9	GB 74.2	435.6
	(630392) Curtains drapes blinds valances, synth fibre, not kni, \$0-9	FR 105.4	GB 35.1	PL 21.5	275.1
	(630222) Bed linen, of manmade fibres, printed, not knit, \$6-16	US 240.8	KR 2.5	NZ 1.2	251.9
Articles of iron or steel	(730840) Props etc for scaffold, shuttering, pits, iron/steel, \$1-3	MW 80.6	PH 59.6	JP 49.1	559.5

Catalogue of Diversification Opportunities 2022

	(731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2	VN 156.5	FR 90.8	KR 33.6	490.9
	(732599) Cast articles of iron or steel, nes, \$2-22	US 179.1	PL 61.8	IT 40.5	473.3
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730830) Doors, windows, frames of iron or steel, \$3-12	DE 68.1	US 48	PH 34.1	346.1
Machinery & mech appliance etc	(847990) Parts of machines and mechanical appliances nes, \$101-223	CN 1325.2	NL 357.6	FR 124.7	2293.1
	(841810) Combined refrigerator-freezers, two door, \$272-507	FR 559.4	RU 215.3	JP 161.8	1770.3
	(841290) Parts of hydraulic/pneumatic/other power engines, \$0-17	ES 299.1	NL 184.8	SE 157.7	1239.5
	(845011) Automatic washing machines, of a dry capacity < 10 kg, \$196-318	DE 329.5	RU 90.6	JP 77.3	1020.3
	(848299) Bearing parts, nes, \$13-59	US 442.7	CN 80.9	ES 36.1	687.9
Electrical, electronic equipment	(850710) Lead-acid electric accumulators (vehicle), \$43-76	FR 715.9	US 167.3	RU 159.7	1540.7
	(850152) AC motors, multi-phase, of an output 0.75-75 kW, \$347-1423	DE 477.3	RU 184.4	IT 75.3	1224.8
	(854430) Ignition/other wiring sets for vehicles/aircraft/ship, \$0-20	IT 229.6	FR 188	ES 183.9	1107.4
	(853400) Electronic printed circuits, \$0-66	JP 660.1	FR 202.4	BE 33.5	1084.8
	(851830) Headphones, earphones, combinations, \$7-108	CN 218.4	AU 179.2	CA 165.2	1041.5

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, apparatus etc	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
	(903290) Parts and accessories for automatic controls, \$41-198	VN 170.4	JP 114.6	CN 93.9	661.0
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(902290) Parts and accessories for radiation apparatus, \$0-93	FR 299.5	GB 75.5	DE 64.1	593.5

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 product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots), nes, \$1-16	NL 261	CH 92.5	DE 91.7	764.3
Edible vegetables and certain roots and tubers	(070310) Onions and shallots, fresh or chilled, \$0-1	GB 75	NL 60.7	DE 56.6	694.7

Catalogue of Diversification Opportunities 2022

	(070200) Tomatoes, fresh or chilled, \$0-2	RU 102.2	US 61.1	IT 43.4	458.4
	(070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4	US 67.8	GB 54.2	DE 46.7	374.9
	(071290) Vegetables nes & mixtures, dried, not further prepare, \$2-9	CA 52.8	IT 13.8	DE 11.5	113.4
	(071333) Kidney beans and white pea beans dried shelled, \$0-2	TR 48.7	ES 7.7	BG 6.9	106.8
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081340) Fruits, dried nes, \$3-14	NL 8.4	DE 6.7	RU 5.4	49.3
	(080110) Coconuts, fresh or dried, \$1-4	IN 26.4	MO 1.6	PS .6	31.6
Coffee, tea, mate and spices	(090420) Capsicum or Pimenta, dried, crushed or ground, \$2-8	TH 140.2	US 32.7	KR 12.1	234.9
	(090230) Tea, black (fermented or partly) in packages < 3 kg, \$6-24	US 28.4	AU 15.6	KW 5.5	99.9
	(091091) Mixtures of spices, \$3-10	DE 20.3	MY 18.6	AE 11.2	95.7
	(090411) Pepper of the genus Piper, whole, \$3-14	VN 19	PH 16.6	EG 10.4	63.1
	(091010) Ginger, \$1-7	BY 6.1	AT 4.9	DE 4.5	46.6
Cereals	(100630) Rice, semi-milled or wholly milled, \$0-1	NE 266.3	EG 188.9	US 162.7	1379.5
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151620) Veg fats, oils or fractions hydrogenated, esterified, \$1-5	CN 21.3	ID 9.1	JP 8.8	99.9
Sugars and sugar confectionery	(170199) Refined sugar, in solid form, nes, pure sucrose, \$0-2	ET 87.2	IT 74.9	AO 59.5	554.0
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190230) Pasta except uncooked or stuffed, \$1-3	CA 33.7	NL 33.4	CN 33	357.0
	(190410) Cereal foods obtained by swelling, roasting of cereal, \$2-5	US 78.9	GB 41.3	DE 22.1	330.0

Catalogue of Diversification Opportunities 2022

	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
Vegetable, fruit, nut, etc food preparations	(200819) Nuts, seeds & mixes, otherwise prepared or preserved, \$3-10	DE 94.4	CA 39	US 35.4	478.4
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
	(200811) Ground-nuts otherwise prepared or preserved, \$2-5	US 63.3	RO 11.9	SA 4.4	117.7
Miscellaneous edible preparations	(210110) Coffee extracts, essences, concentrates, preparations, \$4-14	US 74.3	SA 35	TR 30.2	350.6
	(210410) Soups and broths and preparations thereof, \$2-6	US 41.3	IT 19.8	NE 17.5	193.6
	(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
	(210330) Mustard flour or meal and prepared mustard, \$1-4	SE 2.8	CN 1	DK .9	15.0
Beverages, spirits and vinegar	(220300) Beer made from malt, \$0-0	NL 291.3	FR 244.4	RU 203.1	1439.2
	(220110) Mineral and aerated waters not sweetened or flavoured, \$0-1	US 71.1	RU 18.5	MO 18.4	229.8

Catalogue of Diversification Opportunities 2022

	(220900) Vinegar and substitutes for vinegar from acetic acid, \$1-2	CA 19.7	US 14.9	RU 7.1	72.2
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations, \$0-4	TH 139.7	US 77.7	PS 58.3	802.1

Faeroe Isds

Basic statistics

Current diversification (number of products)	909	Potential new products more complex (percentage)	63
Potential new products	4,054	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	2,556	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
Machinery & mech appliance etc	13
Plastics and articles thereof	8
Electrical, electronic equipment	8
Organic chemicals	7
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	6
Vehicles other than railway, tramway	4
Paper & paperboard, articles of pulp, paper and board	3
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	12
France	7
China	6
Germany	5
Thailand	4
United Kingdom	4
India	3
Japan	3
Netherlands	3
Belgium	3
Italy	3
Rep. of Korea	3
Others	29

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	14
Eastern Europe	8
Northern Europe	7
Southern Europe	7
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
Dairy products, eggs, honey, edible animal products	26

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	13
Vegetable, fruit, nut, etc food preparations	10
Meat and edible meat offal	10
Cereal, flour, starch, milk preparations and products	9
Animal,vegetable fats and oils, cleavage products, etc	7
Meat, fish and seafood food preparations nes	6
Miscellaneous edible preparations	3
Sugars and sugar confectionery	3
Products of animal origin, nes	3
Milling products, malt, starches, inulin, wheat gluten	2
Residues, wastes of food industry, animal fodder	2
Lac, gums, resins, vegetable saps and extracts nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	10
United Kingdom	8
China	7

By regions

Region	Percent
Asia	38
Western Europe	18
Northern America	12

Catalogue of Diversification Opportunities 2022

Russian Federation	5	Eastern Europe	11
China, Hong Kong SAR	5	Northern Europe	11
Germany	5	Southern Europe	6
Netherlands	4		
Japan	4		
France	4		
United Arab Emirates	3		
Philippines	3		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9

Catalogue of Diversification Opportunities 2022

	(480560) Paper, weighing 150 g/m ² or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(871150) Motorcycles, spark ignition engine of > 800 cc, \$11548-21728	GB 47.9	SG 45.4	DE 42.1	240.2

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8

Catalogue of Diversification Opportunities 2022

	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080930) Peaches, nectarines, fresh, \$1-2	RU 38.1	BY 36.6	KZ 22.4	168.4
Milling products, malt, starches, inulin, wheat gluten	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2

Catalogue of Diversification Opportunities 2022

	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130120) Gum arabic, \$2-8	US 13.2	JP 2.4	DE 1.6	26.1
	(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 preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
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

Catalogue of Diversification Opportunities 2022

	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cereal, flour, starch, milk preparations and products	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Falkland Isds (Malvinas)

Basic statistics

Current diversification (number of products)	175	Potential new products more complex (percentage)	40
Potential new products	1,990	Export opportunity in more complex products (percentage)	10
Potential new products more complex than the country's average	805	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
Machinery & mech appliance etc	14
Plastics and articles thereof	10
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	5
Iron and steel	5
Wood and articles of wood, wood charcoal	5
Organic chemicals	4
Inorganic chemicals, precious metal compound, isotopes	4
Miscellaneous chemical products	4
Sum of others with smaller share	36

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

By countries

Country	Percent
USA	19
France	5
Thailand	5
Germany	5
Japan	4
Rep. of Korea	4
China	4
United Kingdom	4
Netherlands	3
Italy	3
Canada	3
Russian Federation	3
Others	25

By regions

Region	Percent
Asia	34
Northern America	22
Western Europe	17
Eastern Europe	8
Northern Europe	7
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
Cereal, flour, starch, milk preparations and products	24

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	14
Fish, crustaceans, molluscs, aquatic invertebrates nes	12
Cereals	12
Vegetable, fruit, nut, etc food preparations	10
Animal,vegetable fats and oils, cleavage products, etc	8
Edible fruit, nuts, peel of citrus fruit, melons	7
Residues, wastes of food industry, animal fodder	6
Meat, fish and seafood food preparations nes	3
Milling products, malt, starches, inulin, wheat gluten	1
Lac, gums, resins, vegetable saps and extracts nes	1
Miscellaneous edible preparations	1

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

By countries

Country	Percent
Japan	13
United Kingdom	12
United Arab Emirates	7
Germany	7
Russian Federation	5
USA	5

By regions

Region	Percent
Asia	44
Western Europe	16
Northern Europe	16
Eastern Europe	8
Northern America	7
Sub-Saharan Africa	3

Catalogue of Diversification Opportunities 2022

Netherlands	4
France	3
Jordan	3
China, Macao SAR	3
Singapore	3
Others	22

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-4	PK 34.2	CA 24.2	PE 20.3	149.1
	(281122) Silicon dioxide, \$1-9	TH 13.6	US 13.2	RO 12.7	115.4
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(292249) Amino-acids nes, esters, salts thereof, \$0-3	US 107.8	FR 45.2	NL 33.7	295.5
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$0-23	BR 63.9	UA 29.8	PK 25	230.5
	(292250) Amino-alcohol-phenols etc with oxygen function, \$3-82	GB 54.5	IT 28.2	DE 27.5	222.6
Miscellaneous chemical products	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
	(380840) Disinfectants, packaged for retail sale, \$2-8	CA 96.9	CN 45.7	GB 22	335.7
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1

Catalogue of Diversification Opportunities 2022

Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441300) Densified wood, in blocks, plates, strips or profile, \$0-4	US 10	DK 4.3	CN 3.6	38.9
	(441700) Tools, broom handles,bodies, etc, of wood, \$0-2	FR 12.6	DO 2.1	MA 1.5	30.9
	(440122) Wood in chips, non-coniferous, \$0-4	US 9.4	IT 3.8	ES 3.1	25.7
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(721012) Flat rolled iron or non-alloy steel, coated with tin, w >600mm, t <0.5m, \$0-1	PH 43.8	UA 26.4	ZA 19.6	268.6
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8

Catalogue of Diversification Opportunities 2022

	(730441) Stainless steel pipe or tubing, cold rolled, \$0-8	RU 40.2	CN 39.6	IT 24.3	254.1
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
	(843311) Mowers, powered, lawn, with horizontal cutting device, \$118-829	US 152.3	DE 127.9	PL 56.8	494.6
Electrical, electronic equipment	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850590) Electro-magnets nes and parts of magnetic devices, \$0-20	US 383.4	FR 70	DE 34.6	532.9
	(853400) Electronic printed circuits, \$328-722	HK 201.6	BE 74.2	FR 70.7	439.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(903081) Electrical measurement recording instruments, \$103-2139	US 216.1	SG 42.7	BR 11.1	328.2

Catalogue of Diversification Opportunities 2022

	(900219) Objective lenses, nes, \$151-910	HK 226.3	JP 29.3	US 19.2	320.6
	(901832) Tubular metal needles and needles for sutures, \$23-142	US 159.1	TH 27.4	DE 17.9	307.4
	(903290) Parts and accessories for automatic controls, \$198-432	IN 103.4	PT 23.3	US 17.8	240.1

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$6-24	JP 482.4	US 135.9	VN 23.7	736.3
Dairy products, eggs, honey, edible animal product nes	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible fruit, nuts, peel of citrus fruit, melons	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12	CA 1.9	GB 1.1	NL 1	9.8
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9

Catalogue of Diversification Opportunities 2022

Lac, gums, resins, vegetable saps and extracts nes	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
Sugars and sugar confectionery	(170191) Refined sugar, in solid form, flavoured or coloured, \$1-6	GB 2.4	CA 2.1	JP 1.6	12.9
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9

Catalogue of Diversification Opportunities 2022

	(200590) Veg nes, mixes, prepared/preserved, frozen/vinega, \$4-8	FR 33.8	US 10.8	JP 5	66.7
	(200892) Fruit mixtures, otherwise prepared or preserved, \$1-8	US 23.3	GB 6.8	CA 5.2	58.4
	(200880) Strawberries, otherwise prepared or preserved, \$1-5	DE 9.7	GB 3.5	CN 2.3	26.1
Miscellaneous edible preparations	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
	(210130) Chicory & other coffee substitutes, roasted & product, \$3-14	DE 4	IT 2.2	RU 1.9	15.1
	(210330) Mustard flour or meal and prepared mustard, \$1-4	SE 2.8	CN 1	DK .9	15.0
	(210320) Tomato ketchup and other tomato sauces, \$2-5	CH 1.6	GB 1.6	BG .7	7.9
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Fiji

Basic statistics

Current diversification (number of products)	1,945	Potential new products more complex (percentage)	78
Potential new products	4,421	Export opportunity in more complex products (percentage)	40
Potential new products more complex than the country's average	3,435	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	14
Organic chemicals	7
Plastics and articles thereof	7
Electrical, electronic equipment	7
Iron and steel	6
Vehicles other than railway, tramway	6
Optical, photo, technical, medical, etc apparatus	6
Articles of iron or steel	3
Miscellaneous chemical products	2
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	12
China	8
Germany	7
France	6
United Kingdom	4
Thailand	4
Netherlands	3
Japan	3
India	3
Rep. of Korea	3
Canada	3
Others	28

By regions

Region	Percent
Asia	37
Western Europe	21
Northern America	15
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	13
Meat and edible meat offal	12

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	12
Vegetable, fruit, nut, etc food preparations	8
Cereals	8
Beverages, spirits and vinegar	6
Cereal, flour, starch, milk preparations and products	6
Cocoa and cocoa preparations	5
Animal,vegetable fats and oils, cleavage products, etc	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Meat, fish and seafood food preparations nes	3
Residues, wastes of food industry, animal fodder	2
Miscellaneous edible preparations	2
Sum of others with smaller share	9

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

By countries

Country	Percent
China	18
USA	10
Germany	8
United Kingdom	7

By regions

Region	Percent
Asia	43
Western Europe	19
Northern America	11
Northern Europe	11

Catalogue of Diversification Opportunities 2022

France	6	Eastern Europe	5
Netherlands	4	Southern Europe	4
Viet Nam	3		
Japan	3		
China, Hong Kong SAR	3		
Others	23		

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1

Catalogue of Diversification Opportunities 2022

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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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

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	(020230) Bovine cuts boneless, frozen, \$3-8	CN 3223.8	KR 173.3	JP 158	4217.9
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(021020) Bovine meat salted, dried or smoked, \$6-22	ES 8.5	IT 4.2	GB 3.8	23.1
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4

Catalogue of Diversification Opportunities 2022

	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180400) Cocoa butter, fat, oil, \$0-5	FR 214.7	DE 65.4	CH 28.3	423.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Miscellaneous edible preparations	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4

Catalogue of Diversification Opportunities 2022

	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Finland

Basic statistics

Current diversification (number of products)	15,572	Potential new products more complex (percentage)	72
Potential new products	906	Export opportunity in more complex products (percentage)	48
Potential new products more complex than the country's average	650	Import replacement opportunity in more complex products (percentage)	77

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	17
Pharmaceutical products	15
Machinery & mech appliance etc	14
Inorganic chemicals, precious metal compound, isotopes	6
Vehicles other than railway, tramway	5
Iron and steel	4
Articles of iron or steel	4
Optical, photo, technical, medical, etc apparatus	4
Electrical, electronic equipment	3
Rubber and articles thereof	3
Sum of others with smaller share	24

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

By countries

Country	Percent
USA	15
Italy	8
China	8
France	5
Germany	4
Netherlands	4
Singapore	4
India	3
United Kingdom	3
Belgium	3
Others	26

By regions

Region	Percent
Asia	34
Western Europe	17
Northern America	17
Southern Europe	12
Eastern Europe	6
Northern Europe	5
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
Dairy products, eggs, honey, edible animal products nes	60
Fish, crustaceans, molluscs, aquatic invertebrates nes	12
Meat, fish and seafood food preparations nes	11

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	4
Vegetable, fruit, nut, etc food preparations	3
Milling products, malt, starches, inulin, wheat gluten	3
Animal,vegetable fats and oils, cleavage products, etc	3
Sugars and sugar confectionery	2

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

By countries

Country	Percent
China, Hong Kong SAR	30
France	19
Thailand	5
Germany	5
USA	4
Netherlands	4
Portugal	3
Spain	3
Others	10

By regions

Region	Percent
Asia	43
Western Europe	32
Southern Europe	7
Northern Europe	7
Northern America	6

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
	(284390) Precious metal compounds except gold, silver, amalgam, \$0-195	CN 355.5	PL 4.2	US 2.2	363.7
	(283311) Disodium sulphate, \$0-0	BR 48.1	CZ 9.7	GT 6.9	115.6
	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(280469) Silicon, <99.99% pure, \$0-1	BH 23.4	AE 17.9	PL 10.9	77.3
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
	(290110) Saturated acyclic hydrocarbons, \$0-1	CN 62.6	JP 55.4	EE 24.1	203.2
	(293410) Heterocyclic compounds with an unfused thiazole ring, \$34-246	BR 53.6	CA 49.6	US 23.4	197.6
	(294190) Antibiotics nes, in bulk, \$401-910	US 68.2	JP 27.1	IN 21.7	177.9
	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
Pharmaceutical products					

Catalogue of Diversification Opportunities 2022

	(300190) Heparin, salts, for therapeutic use, \$2199-5337	SG 488.6	FR 95.3	US 54.2	684.6
	(300620) Blood-grouping reagents, \$0-71	FR 18.1	DE 8.3	BG 3	41.3
	(300650) First-aid boxes and kits, \$510-573	FI .5	KR .1	AZ 0	0.5
Rubber and articles thereof	(400220) Butadiene rubber (BR), \$1-2	TH 50.6	DE 43.3	HU 41.5	290.8
	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$0-2	BE 59.2	CN 51.8	US 43	208.0
	(400220) Butadiene rubber (BR), \$0-1	IN 70.3	VN 24.6	LU 14.6	156.8
	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$2-5	IN 26.2	TH 20	SG 17.3	144.6
	(400270) Ethylene-propylene-non-conj diene rubber (EPDM), \$0-2	MY 25	PL 13.9	SK 7.6	84.5
Iron and steel	(720221) Ferro-silicon, >55% silicon, \$1-1	JP 270.4	ID 40.6	RU 14.4	367.3
	(721039) Flat rolled iron or non-alloy steel, electro plate/zinc, w >600mm, nes, \$0-0	CN 152.9	PL 29.7	IN 18.5	317.5
	(722840) Bar/rod nes, alloy steel nes, nfw forged, \$4-8	CN 70.7	KR 17.7	SG 7.4	107.8
	(720924) Cold rolled iron or non-alloy steel, coil, width >600mm, t <0.5mm, nes, \$0-0	ID 44.4	TH 29.5	FR 6.6	106.6
	(721733) Wire, iron or non-alloy steel, of base metal plated/coated nes, >0.6%C, \$0-1	JP 14.1	RO 13.1	DE 13	103.1
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

Catalogue of Diversification Opportunities 2022

	(730810) Bridges and bridge sections, iron or steel, \$7-16	AO 4.4	LA 3	FR 2.2	25.5
	(732190) Parts for domestic non-electric thermic appliances, \$47-130	SK 16.7	JP .7	QA .2	18.3
	(730640) Pipes and tubing, stainless steel, welded, \$59-229	JP 4.4	US 3.8	FI 1	12.9
	(732211) Radiators and parts thereof, cast iron, \$1-20	FR 6.4	NL 1.3	PL 1.1	11.5
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$6501-85467	CL 53.3	NL 40.3	FR 30.9	337.6
	(847710) Injection-moulding machines for rubber or plastic, \$0-10602	ES 90.2	IN 52.9	MY 26	282.5
	(841720) Bakery ovens, etc non-electric, \$1931-12196	RU 24.3	GB 19.6	FR 15.8	206.7
Electrical, electronic equipment	(854190) Parts of semiconductor devices and similar devices, \$428-613	CN 197.8	FR 3.7	IT .7	204.0
	(851631) Electric hair dryers, \$92-273	CN 136	IT 6.1	ES 2.4	150.3
	(850213) Generating sets, diesel, output > 375 kVA, \$87805-173310	PK 39.5	IT 12.3	GB 11.3	145.4
	(854511) Carbon and graphite furnace electrodes, \$5-16	KZ 16.9	KR 5.8	LU 4.9	41.6
	(854460) Electric conductors, for over 1,000 volts, nes, \$60-89	GH 19.1	HK 6.8	FR 4.7	35.9
Vehicles other than railway, tramway	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2

Catalogue of Diversification Opportunities 2022

	(870600) Motor vehicle chassis fitted with engine, \$71767-175970	CO 104.8	PT 73.6	IL 63.2	398.4
	(870323) Automobiles, spark ignition engine of 1500-3000 cc, \$0-9948	ZA 138			138.0
	(870600) Motor vehicle chassis fitted with engine, \$0-2299	CA 27.4	PL 9.3	HU 4.7	51.1
	(871493) Bicycle hubs, free-wheel sprocket wheels, \$51-113	FR 7.9	DE 5.5	CH 1.5	18.2
Optical, photo, technical, medical, etc apparatus	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(900661) Photographic discharge lamp flashlight apparatus, \$0-113	CN 153.8	DE 6.7	CA 3	173.7
	(902830) Electricity supply, production and calibrating meters, \$521-1630	IT 154.9	SG 2.8	CN 2.5	167.9
	(902810) Gas supply/production/calibration meters, \$0-48	GB 51.9	US 24.2	IN 8.8	122.3
	(903020) Cathode-ray oscilloscopes, oscillographs, \$479-4820	KR 30.1	GB 27.1	HK 18.7	115.4

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	
Live animals	(010391) Swine, live except pure-bred breeding < 50 kg, \$204-388	HK 1	ES .9	HU .6	2.7
Meat and edible meat offal	(021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14	US 9.1	DE 7.9	JP 5	42.6

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	(030250) Cod, fresh or chilled, whole, \$5-12	NL 32.3	PT 18.7	DK 11.3	78.7
	(030710) Oysters, \$6-13	US 5.8	CN 3.8	DE 3.1	28.2
	(030262) Haddock, fresh or chilled, whole, \$2-9	GB 9	FR 3.6	IE .3	13.6
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
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2
	(040490) Natural milk products nes, \$17-49	FR 9.3	JP .8	NG .2	10.7
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2
Cereals	(100810) Buckwheat, \$2-5	SE .1	QA .1	DK .1	0.7
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$0-1	FI 13.5	GB 3.7	US 2.8	30.6
	(110319) Cereal groats or meal except wheat, maize, rice, oats, \$50-130	FI 0	AE 0	SC 0	0.0
Animal,vegetable fats and oils, cleavage products, etc	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151911) Stearic acid, \$2-4	HU .7	BG .4	EG .3	2.4
	(150890) Refined ground-nut oil not chemically modified, \$139-274	FI .4	CN 0	IN 0	0.4

Catalogue of Diversification Opportunities 2022

Meat, fish and seafood food preparations nes	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
Sugars and sugar confectionery	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170230) Glucose, glucose syrup < 20% fructose, \$2-5	ES .6	BE .5	JP .5	3.2
Vegetable, fruit, nut, etc food preparations	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8

Fr. South Antarctic Terr.

Basic statistics

Current diversification (number of products)	129	Potential new products more complex (percentage)	63
Potential new products	2,307	Export opportunity in more complex products (percentage)	22
Potential new products more complex than the country's average	1,458	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	14
Electrical, electronic equipment	11
Machinery & mech appliance etc	9
Paper & paperboard, articles of pulp, paper and board	5
Optical, photo, technical, medical, etc apparatus	4
Articles of apparel, accessories, knit or crochet	4
Organic chemicals	4
Articles of iron or steel	3
Articles of apparel, accessories, not knit or crochet	3
Iron and steel	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	16
France	7
China	6
Germany	5
United Kingdom	4
Thailand	4
Italy	3
Netherlands	3
Japan	3
Russian Federation	3
Others	27

By regions

Region	Percent
Asia	34
Western Europe	19
Northern America	18
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Cereal, flour, starch, milk preparations and products	16
Edible fruit, nuts, peel of citrus fruit, melons	15
Dairy products, eggs, honey, edible animal products	14

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	13
Animal,vegetable fats and oils, cleavage products, etc	12
Vegetable, fruit, nut, etc food preparations	10
Edible vegetables and certain roots and tubers	5
Miscellaneous edible preparations	5
Live trees, plants, bulbs, roots, cut flowers etc	3
Meat, fish and seafood food preparations nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Sugars and sugar confectionery	1
Milling products, malt, starches, inulin, wheat gluten	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	15
France	8
Russian Federation	8
United Kingdom	8
Netherlands	5

By regions

Region	Percent
Asia	28
Western Europe	20
Northern America	17
Northern Europe	13
Eastern Europe	12

Catalogue of Diversification Opportunities 2022

Japan	4	Southern Europe	5
Germany	4		
China	3		
United Arab Emirates	3		
Others	22		

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
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
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

Catalogue of Diversification Opportunities 2022

	(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
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
	(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
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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,	(620293) Womens, girls anoraks etc of manmade fibres, not knit, \$0-19	US 270.8	RU 69.8	UA 19.1	418.4

Catalogue of Diversification Opportunities 2022

not knit or crochet					
	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
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
	(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
	(730830) Doors, windows, frames of iron or steel, \$3-12	DE 68.1	US 48	PH 34.1	346.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(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
	(841360) Rotary positive displacement pumps nes, \$0-112	CN 190.7	US 153.2	DE 92.2	608.7
	(841430) Compressors for refrigerating equipment, \$0-83	DE 80.7	CZ 80.4	ES 79.7	548.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
Optical, photo, technical, medical, etc apparatus	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(902190) Orthopaedic appliances, nes, \$1039-2359	GB 131	NL 100.5	JP 63.1	603.2
	(901910) Massage and psychological aptitude-test apparatus, \$14-70	US 370.9	NL 23.9	VN 20.6	518.1

Catalogue of Diversification Opportunities 2022

	(902920) Speed indicators, tachometers, stroboscopes, \$119-141	GB 139.7	KR 68.9	AT 54.8	486.4
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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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030420) Fish fillets, frozen, \$10-20	JP 122.6	FR 55.5	CA 55.3	336.3
	(030559) Dried fish, other than cod, not smoked, \$3-16	PT 16	RU 15.3	KR 14.3	94.9
	(030379) Fish nes, frozen, whole, \$5-11	FR 4.8	NZ 3.7	HK 3.2	23.3
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products nes	(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
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-0	IT 35.4	IE 24.8	PH 4.7	79.9
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

Catalogue of Diversification Opportunities 2022

	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$0-4	FR 3.7	NL 3.5	BE 1.9	14.9
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
	(071080) Vegetables, frozen, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(070390) Leeks & other alliaceous vegetables, fresh or chilled, \$1-5	SE 7.4	NO 4.8	DE 3.7	38.1
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
Milling products, malt, starches, inulin, wheat gluten	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1

Catalogue of Diversification Opportunities 2022

	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
	(110220) Maize (corn) flour, \$0-1	PE 10	CL 3.2	GB 2	32.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120799) Oil seeds and oleaginous fruits, nes, \$2-11	RU 25.5	EG 6.8	VN 3.5	68.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120999) Seed, fruits and spores for sowing, nes, \$6-139	NL 4.9	JP 4.6	AU 3.8	35.3
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$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
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7

Catalogue of Diversification Opportunities 2022

	(170240) Glucose including syrup of 20%-50% dry weight fructos, \$0-3	US .8	ZM .7	JP .6	5.9
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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

Catalogue of Diversification Opportunities 2022

		(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
		(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
		(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

France

Basic statistics

Current diversification (number of products)	27,302	Potential new products more complex (percentage)	97
Potential new products	237	Export opportunity in more complex products (percentage)	75
Potential new products more complex than the country's average	229	Import replacement opportunity in more complex products (percentage)	47

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	41
Vehicles other than railway, tramway	29
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	4
Inorganic chemicals, precious metal compound, isotopes	4
Live animals	3
Electrical, electronic equipment	2
Other base metals, cermets, articles thereof	2
Iron and steel	2
Clocks and watches and parts thereof	1
Sum of others with smaller share	6

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

By countries

Country	Percent
Japan	17
Italy	14
Pakistan	14
China	11
India	7
Germany	5
Thailand	4
USA	3
Indonesia	3
Others	9

By regions

Region	Percent
Asia	62
Southern Europe	14
Western Europe	9
Northern America	4
Northern Europe	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	95
Products of animal origin, nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Animal,vegetable fats and oils, cleavage products, etc	1

Coffee, tea, mate and spices	1
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Top markets for potential new agri-business products (percentage of export opportunities)

By countries

Country	Percent
Germany	96

By regions

Region	Percent
Western Europe	96

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	
Live animals	(010599) Poultry, live except domestic fowls, > 185 grams, \$24-37	DE 36.1	IE 0		36.1
Inorganic chemicals, precious metal compound, isotopes	(284310) Colloidal precious metals, \$1654-7075	ID 45.6	BE .1	BY .1	46.0
	(280450) Boron, tellurium, \$1140-2926	KR 1.6	CN 1.4	JP .3	3.4
	(283319) Sodium sulphates other than disodium sulphate, \$4-10	SN 1	IN .5	CG .2	2.3
	(280530) Rare-earth metals, scandium and yttrium, \$117-279	GB .8	MY .2	NL .1	1.4
	(283322) Aluminium sulphate, \$4-6	IT 1.2	TG .1	RO 0	1.4
Organic chemicals	(291250) Cyclic polymers of aldehydes, \$17-37	IN 15.7	NL 1.1	KR .9	17.9

Catalogue of Diversification Opportunities 2022

	(292421) Ureines, derivatives, salts thereof, \$2031-4166	FR 8.8	IT .1	EG .1	9.0
	(292229) Amino-naphthols/phenols nes, their ethers/esters/salt, \$2111-2438	IT 7.9	GR .6	SG .2	8.7
	(292229) Amino-naphthols/phenols nes, their ethers/esters/salt, \$46-107	CH 2.1	PL .6	SI .6	5.8
	(290260) Ethylbenzene, \$0-13	BR 4.4	BE .2	CO .2	5.1
Iron and steel	(721913) Hot rolled stainless steel coil, w >600mm, t 3-4.75mm, \$3-5	CN 22.2	IE .6	SA .4	24.8
	(720719) Semi-finished product, iron or non-alloy steel <0.25%C, nes, \$816-1185	FI 1.5	GY .7	JP 0	2.3
	(720450) Remelting scrap ingots, of iron or steel, \$4-6	NO .4	QA .3	NL .1	1.0
	(720130) Alloy pig iron, in primary forms, \$29-55	FR .5	SE .1	IN 0	0.7
	(721712) Wire, iron or non-alloy steel, plated or coated with zinc <0.25%C, \$153+	DK .1	FI 0	IS 0	0.1
Other base metals, cermets, articles thereof	(810419) Magnesium unwrought nes, \$0-2	RO 9.7	KR 2.8	IN 2	18.1
	(810193) Wire, tungsten (wolfram), \$295-667	US 1.1	CH .3	DE .3	2.8
	(810293) Wire, molybdenum, \$44-156	SE .9	VN .5	JP .4	2.3
	(811219) Beryllium, articles thereof, nes, \$8000-19568	KR .8	CZ .2	AT .1	1.1
	(810292) Molybdenum profile/sheet/strip etc not simply sintered, \$250-537	CH .2	ZA .1	DE .1	0.7
Machinery & mech appliance etc	(841989) Machinery for treatment by temperature change nes, \$28821-105099	PK 149.6	CN 56.4	IN 24.3	241.7

Catalogue of Diversification Opportunities 2022

	(840619) Steam and vapour turbines nes, \$543767-874745	TH 48.8	PK 38.9	EG 3.6	92.7
	(846420) Grinding/polishing machines for stone, ceramics, glas, \$68179-126873	CN 35.6	UZ 1.5	LT .6	38.7
	(843353) Root or tuber harvesting machines, \$195970-258337	GB 18.9	CN 10.3	CA 3.2	36.9
	(846310) Draw-benches for bars, tubes, profiles wire etc, \$51644-127944	IT 6.1	US 5.8	DE 3.2	27.1
Electrical, electronic equipment	(851740) Apparatus, for carrier-current line systems, nes, \$14940-39077	TJ 8.9	MD 1.2	EG .7	10.9
	(854091) Parts of cathode-ray tubes, \$4377-7263	AT 6.8	KR .3	TR .1	7.2
	(854130) Thyristors/diacs/triacs, except photosensitive device, \$203-507	CN 4.7	AU .5	PE .2	5.8
	(851420) Industrial electric induction, dielectric furnace/ove, \$19572-30960	RO 2.6	BR .6	HU .5	4.7
	(851010) Shavers, with self-contained electric motor, \$109-220	HR .2	NO .1	BG .1	0.8
Vehicles other than railway, tramway	(870333) Automobiles, diesel engine of >2500 cc, \$87257-94932	JP 211.7	EG 7.6	MD 3.9	224.4
	(870710) Bodies for passenger carrying vehicles, \$10851-27172	IT 154.3	DE 4.1	HK 1.2	161.7
	(871150) Motorcycles, spark ignition engine of > 800 cc, \$0-4762	DO 1.8			1.8
Optical, photo, technical, medical, etc apparatus	(902221) Medical apparatus using alpha, beta or gamma radiatio, \$40059-82563	CH 7.1	IT 6.8	CN 3.1	19.4
	(902221) Medical apparatus using alpha, beta or gamma radiatio, \$1144373-1667840	IN 12.7	BO 3.3	KW 1.1	17.2

Catalogue of Diversification Opportunities 2022

	(901190) Parts and accessories for optical microscopes, \$978-1196	JP 9.9	FI 1.1	HU .8	12.5
	(900691) Parts and accessories for photographic cameras, \$552-1430	DE 5	DK 2.4	CH 1.7	11.8
	(902810) Gas supply/production/calibration meters, \$921-2229	US 2.7	UA 1.5	CN 1	9.9
Clocks and watches and parts thereof	(911012) Incomplete movements of watches, assembled, \$1097-1633	HK 15.2	CN 0	DE 0	15.2
	(911090) Clock movements, un/partly assembled, rough clocks, \$1138-1509	PH .9	CH .1	AU .1	1.2
	(910390) Clocks with watch movements, nes (except vehicle), \$8613-13939	BE 0	KW 0	GB 0	0.1
	(910519) Alarm clocks, non-electric, \$656-1435	AZ 0	MY 0	SG 0	0.0
	(910919) Clock movements, complete and assembled, battery nes, \$383-721	CN 0	CH 0	TH 0	0.0

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	(010599) Poultry, live except domestic fowls, > 185 grams, \$24-37	DE 36.1	IE 0		36.1
Products of animal origin, nes	(050290) Hair & waste of badger and of other brush making hair, \$362-2029	LK .3	FI 0	AT 0	0.3
	(050290) Hair & waste of badger and of other brush making hair, \$99-234	LK .1	BR .1	TH .1	0.3

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(070420) Brussels sprouts, fresh or chilled, \$24-49	QA .1	FI 0	LS 0	0.1
Coffee, tea, mate and spices	(090220) Tea, green (unfermented) in packages > 3 kg, \$515+	FI .3	ES 0	IT 0	0.4
Cereals	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
	(100610) Rice in the husk (paddy or rough), \$63-158	FI .1	BM 0	IN 0	0.1
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$14-30	SA 0	NZ 0	CH 0	0.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120924) Seed, Kentucky blue grass, for sowing, \$7-9	RU .3	CH 0	DK 0	0.3
Animal,vegetable fats and oils, cleavage products, etc	(151912) Oleic acid, \$5-10	RO .1	FR 0	RU 0	0.2
	(151930) Industrial fatty alcohols, \$321+	KW .1	GR 0	SG 0	0.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$49-78	ID 0	MV 0	RU 0	0.0
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$139-182	BE 0	FI 0	AU 0	0.0

French Polynesia

Basic statistics

Current diversification (number of products)	730	Potential new products more complex (percentage)	66
Potential new products	3,708	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	2,460	Import replacement opportunity in more complex products (percentage)	22

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Plastics and articles thereof	9
Electrical, electronic equipment	8
Organic chemicals	6
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Pharmaceutical products	3
Wood and articles of wood, wood charcoal	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	16
France	6
China	5
Germany	5
United Kingdom	4
Thailand	4
Italy	3
Rep. of Korea	3
India	3
Belgium	3
Japan	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	18
Eastern Europe	7
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
Meat and edible meat offal	17

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	12
Beverages, spirits and vinegar	11
Cereal, flour, starch, milk preparations and products	8
Animal,vegetable fats and oils, cleavage products, etc	8
Edible fruit, nuts, peel of citrus fruit, melons	7
Cocoa and cocoa preparations	6
Meat, fish and seafood food preparations nes	6
Vegetable, fruit, nut, etc food preparations	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Miscellaneous edible preparations	3
Edible vegetables and certain roots and tubers	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	13
USA	11
United Kingdom	7

By regions

Region	Percent
Asia	40
Western Europe	16
Northern Europe	15

Catalogue of Diversification Opportunities 2022

Japan	6	Northern America	13
Germany	4	Eastern Europe	9
Russian Federation	4	Southern Europe	4
Netherlands	4		
United Arab Emirates	4		
France	3		
Others	25		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(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
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(440130) Sawdust, wood waste or scrap, \$0-0	IT 166.6	DK 146.5	BE 109.6	608.4
	(441119) Fibreboard >0.8 g/cm ² worked/surface covered, \$0-0	FR 190.1	US 123.6	ES 27	571.3
	(441119) Fibreboard >0.8 g/cm ² worked/surface covered, \$0-1	VN 29.8	GB 26	NL 22.7	275.0

Catalogue of Diversification Opportunities 2022

Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1	FR 206.4	CZ 37.6	ES 34.1	468.6
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(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
	(020743) Duck, goose, guinea fowl cuts, offal not liver, frozen, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(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 products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(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	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7

Catalogue of Diversification Opportunities 2022

	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
	(081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12	CA 1.9	GB 1.1	NL 1	9.8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
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
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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

Catalogue of Diversification Opportunities 2022

	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200892) Fruit mixtures, otherwise prepared or preserved, \$1-8	US 23.3	GB 6.8	CA 5.2	58.4
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
	(230990) Animal feed preparations nes, \$13-36	ES 16.4	CO 4.5	BR 3	38.4

Gabon

Basic statistics

Current diversification (number of products)	1,450	Potential new products more complex (percentage)	75
Potential new products	4,026	Export opportunity in more complex products (percentage)	45
Potential new products more complex than the country's average	3,022	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	8
Plastics and articles thereof	8
Iron and steel	6
Organic chemicals	6
Optical, photo, technical, medical, etc apparatus	5
Vehicles other than railway, tramway	5
Articles of iron or steel	3
Pharmaceutical products	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	16
France	7
China	5
Germany	5
United Kingdom	4
Thailand	4
Japan	3
India	3
Belgium	3
Italy	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	18
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Dairy products, eggs, honey, edible animal products	17
Edible fruit, nuts, peel of citrus fruit, melons	12

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	9
Beverages, spirits and vinegar	8
Meat and edible meat offal	7
Animal,vegetable fats and oils, cleavage products, etc	7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Cereal, flour, starch, milk preparations and products	6
Cocoa and cocoa preparations	5
Cereals	5
Meat, fish and seafood food preparations nes	4
Edible vegetables and certain roots and tubers	3
Miscellaneous edible preparations	2
Sugars and sugar confectionery	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	12
Germany	11
China	8
France	7

By regions

Region	Percent
Asia	32
Western Europe	25
Northern America	13
Northern Europe	12

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Eastern Europe	7
Netherlands	5	Southern Europe	6
United Arab Emirates	4		
Russian Federation	3		
Japan	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(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
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

Catalogue of Diversification Opportunities 2022

	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$0-0	VN 655.6	JP 268	PH 69.7	1370.0
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3

Catalogue of Diversification Opportunities 2022

	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(871639) Trailers nes for the transport of goods, \$0-3750	CA 918	US 229.7	ES 15.6	1259.6
	(870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514	IT 273.4	ES 175.9	CO 73.3	1238.7
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
Optical, photo, technical, medical, etc apparatus	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

Catalogue of Diversification Opportunities 2022

	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
	(020649) Swine edible offal, frozen except livers, \$0-0	NL 6.1	FR 2.9	CD 2.4	17.7
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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

Catalogue of Diversification Opportunities 2022

	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2

Catalogue of Diversification Opportunities 2022

	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(150990) Olive oil, fractions, refined, not chemically modifie, \$0-2	IT 75.8	PT 68.9	US 33.8	242.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4

Catalogue of Diversification Opportunities 2022

Sugars and confectionery	sugar	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
		(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
		(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
		(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and preparations	cocoa	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
		(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
		(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
		(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
		(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products		(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
		(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7

Catalogue of Diversification Opportunities 2022

	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8

Catalogue of Diversification Opportunities 2022

	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4

Gambia

Basic statistics

Current diversification (number of products)	581	Potential new products more complex (percentage)	70
Potential new products	3,293	Export opportunity in more complex products (percentage)	32
Potential new products more complex than the country's average	2,299	Import replacement opportunity in more complex products (percentage)	20

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Plastics and articles thereof	10
Electrical, electronic equipment	9
Organic chemicals	5
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	3
Miscellaneous chemical products	3
Vehicles other than railway, tramway	3
Iron and steel	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	16
France	7
Germany	5
United Kingdom	4
China	4
Thailand	4
Japan	4
India	3
Italy	3
Russian Federation	3
Netherlands	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	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
Dairy products, eggs, honey, edible animal products	15

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	15
Cocoa and cocoa preparations	11
Vegetable, fruit, nut, etc food preparations	11
Animal,vegetable fats and oils, cleavage products, etc	9
Cereal, flour, starch, milk preparations and products	8
Meat and edible meat offal	7
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Miscellaneous edible preparations	3
Meat, fish and seafood food preparations nes	2
Residues, wastes of food industry, animal fodder	2
Lac, gums, resins, vegetable saps and extracts nes	2
Edible vegetables and certain roots and tubers	2
Beverages, spirits and vinegar	2
Sum of others with smaller share	5

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

By countries

Country	Percent
USA	17
Japan	7
Russian Federation	7

By regions

Region	Percent
Asia	33
Northern America	19
Western Europe	17

Catalogue of Diversification Opportunities 2022

France	6	Eastern Europe	12
United Kingdom	5	Northern Europe	9
China	5	Southern Europe	6
Germany	5		
United Arab Emirates	4		
Netherlands	3		
Others	23		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

Catalogue of Diversification Opportunities 2022

	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(480300) Paper, household, sanitary, width > 36 centimetres, \$1-4	KE 38.3	TH 35.9	DE 24.8	345.4
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7

Catalogue of Diversification Opportunities 2022

Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
	(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	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514	IT 273.4	ES 175.9	CO 73.3	1238.7
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(870821) Safety seat belts for motor vehicles, \$13-56	ES 56.8	GB 52.6	BR 28.6	216.3
	(870821) Safety seat belts for motor vehicles, \$0-13	FR 30.9	TR 29.5	JP 23.6	184.0
Optical, photo, technical, medical, etc apparatus	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
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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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$6-24	JP 482.4	US 135.9	VN 23.7	736.3
	(030420) Fish fillets, frozen, \$10-20	JP 122.6	FR 55.5	CA 55.3	336.3
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030559) Dried fish, other than cod, not smoked, \$3-16	PT 16	RU 15.3	KR 14.3	94.9
	(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	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8

Catalogue of Diversification Opportunities 2022

	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(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	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
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

Catalogue of Diversification Opportunities 2022

	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
Meat, fish and seafood food preparations nes	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Miscellaneous edible preparations	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4

Catalogue of Diversification Opportunities 2022

	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210120) Tea and mate extracts, essences and concentrates, \$3-20	US 13.9	JP 12.1	TH 11.2	88.3
	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7

Georgia

Basic statistics

Current diversification (number of products)	4,471	Potential new products more complex (percentage)	80
Potential new products	3,939	Export opportunity in more complex products (percentage)	59
Potential new products more complex than the country's average	3,138	Import replacement opportunity in more complex products (percentage)	45

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Iron and steel	8
Organic chemicals	8
Pharmaceutical products	7
Vehicles other than railway, tramway	6
Electrical, electronic equipment	6
Plastics and articles thereof	5
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	3
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	12
China	9
Germany	7
France	6
Netherlands	4
Italy	4
United Kingdom	4
Thailand	3
India	3
Japan	3
Rep. of Korea	3
Others	27

By regions

Region	Percent
Asia	38
Western Europe	21
Northern America	14
Southern Europe	8
Northern Europe	7
Eastern Europe	7
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	30
Edible fruit, nuts, peel of citrus fruit, melons	14

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Cereal, flour, starch, milk preparations and products	5
Cereals	5
Beverages, spirits and vinegar	5
Vegetable, fruit, nut, etc food preparations	5
Milling products, malt, starches, inulin, wheat gluten	4
Meat, fish and seafood food preparations nes	4
Dairy products, eggs, honey, edible animal product nes	4
Residues, wastes of food industry, animal fodder	3
Animal,vegetable fats and oils, cleavage products, etc	3
Sugars and sugar confectionery	3
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	6

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

By countries

Country	Percent
China	22
Germany	8
USA	6
United Kingdom	5

By regions

Region	Percent
Asia	47
Western Europe	17
Northern Europe	9
Southern Europe	8

Catalogue of Diversification Opportunities 2022

Italy	4	Northern America	8
China, Hong Kong SAR	4	Eastern Europe	5
Netherlands	4		
Rep. of Korea	3		
United Arab Emirates	3		
Japan	3		
France	3		
Others	22		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300239) Vaccines, veterinary use, except foot and mouth, \$252-563	NL 67.2	IT 60.9	JP 39.2	410.9
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1

Catalogue of Diversification Opportunities 2022

	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
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
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(870190) Wheeled tractors nes, \$9592-47189	DE 304	FR 243.8	US 144.1	1308.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(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
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
Dairy products, eggs, honey, edible animal product nes	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6

Catalogue of Diversification Opportunities 2022

	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-0	IT 35.4	IE 24.8	PH 4.7	79.9
	(040610) Fresh cheese, unfermented whey cheese, curd, \$6-10	AE 11.5	NZ 7.3	US 6.4	51.0
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080231) Walnuts in shell, fresh or dried, \$2-6	IT 30	IN 20.8	VN 14.5	99.5

Catalogue of Diversification Opportunities 2022

Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7

Catalogue of Diversification Opportunities 2022

	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2	SE 12.1	FR 11.2	PH 7.1	64.0
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
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
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Germany

Basic statistics

Current diversification (number of products)	27,741	Potential new products more complex (percentage)	88
Potential new products	201	Export opportunity in more complex products (percentage)	31
Potential new products more complex than the country's average	177	Import replacement opportunity in more complex products (percentage)	10

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Clocks and watches and parts thereof	32
Machinery & mech appliance etc	27
Electrical, electronic equipment	20
Railway, tramway locomotives, rolling stock, equipment	14
Organic chemicals	2
Inorganic chemicals, precious metal compound, isotopes	1
Optical, photo, technical, medical, etc apparatus	1
Sum of others with smaller share	2

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

By countries

Country	Percent
France	23
Hungary	11
Switzerland	10
China	9
China, Hong Kong SAR	8
Indonesia	7
Pakistan	4
India	3
Norway	3
Malaysia	3
Australia	3
Others	6

By regions

Region	Percent
Asia	39
Western Europe	35
Eastern Europe	12
Northern Europe	5
Oceania	3

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Live animals	59
Animal,vegetable fats and oils, cleavage products, etc	30
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4

Catalogue of Diversification Opportunities 2022

Sugars and sugar confectionery	3
Cereals	1
Edible vegetables and certain roots and tubers	1
Fish, crustaceans, molluscs, aquatic invertebrates nes	1
Cereal, flour, starch, milk preparations and products	1

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

By countries

Country	Percent
USA	39
France	15
China, Hong Kong SAR	13
Saudi Arabia	10
Luxembourg	6
Sweden	3
South Africa	3

By regions

Region	Percent
Northern America	39
Asia	24
Western Europe	23
Northern Europe	7
Sub-Saharan Africa	5

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	

Catalogue of Diversification Opportunities 2022

Live animals	(010119) Horses, live except pure-bred breeding, \$289056-424711	US 4	HK 1.3	LU .6	6.2
	(010519) Poultry, live except domestic fowls, < 185 grams, \$82-285	CD 0	CL 0	SC 0	0.0
Inorganic chemicals, precious metal compound, isotopes	(284590) Isotopes, compounds, \$6097-9425	FI 2.6	SG 2.6	FR 2.4	8.0
	(282741) Chloride oxides and chloride hydroxides of copper, \$10-18	PH .1	DK .1	CH .1	0.3
	(282200) Cobalt oxides and hydroxides, \$560-1183	IE .2	GB 0	KR 0	0.2
	(282520) Lithium oxide and hydroxide, \$241-454	ES .1	RU 0	BO 0	0.1
	(281210) Chlorides and chloride oxides of non-metals, \$719-2154	CN 0	BE 0	MU 0	0.0
Organic chemicals	(290124) Buta-1, 3-diene and isoprene, \$3-8	CZ 9.9	FR .4	US .3	10.9
	(292421) Ureines, derivatives, salts thereof, \$2031-4166	FR 8.8	IT .1	EG .1	9.0
	(291816) Gluconic acid, its salts & esters, \$373-735	CH 1	RU 0	CZ 0	1.0
	(291423) Ionones and methylionones, \$1485-3826	AU .2	BE .2	DK 0	0.5
	(293623) Vitamin B2, derivatives, unmixed, \$870-4560	KR .4	SI 0	MT 0	0.4
Manmade filaments	(540720) Woven fabric of strip etc, synthetic textile material, \$22-77	AE .9	PL .6	ID .6	3.9
	(540823) Woven fabric >85% artif filament/strip, yarn dyed, ne, \$86-112	KR .2	HU .2	CN .1	0.7

Catalogue of Diversification Opportunities 2022

	(540259) Yarn synth filament, single, >50 turn/m nes not retail, \$224-482	US .1	FI 0	NO 0	0.1
	(540831) Woven fabric of artif filament, unbl/bleached, nes, \$114-264	JP 0	MG 0	MY 0	0.0
	(540310) Hi-ten yarn not sewing, viscose rayon, not retail, \$150-301	HK 0	CH 0	FR 0	0.0
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$5317670-6072953	HU 150.5	NO 41.3	SG 14.5	217.2
	(845710) Machining centres, for working metal, \$1223787-2154154	CN 70	DK 2.2	UZ 2	77.1
	(847730) Blow moulding machines for rubber or plastic, \$439032-535424	CN 29.4	AU 2.8	NL 1.5	36.4
	(848060) Moulds for mineral materials, \$421-560	CN 29.1	JP .1	HR 0	29.1
	(846130) Metal broaching machines, \$323569-678535	US 10.8	PL .5	DE .4	11.7
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
	(854310) Particle accelerators, \$7400-28792	US 6.7	CN .6	BR .3	8.1
	(853939) Discharge lamps, other than ultra-violet lamps, nes, \$272-677	FI 1.1	CN .9	IE .4	3.7
	(854610) Electrical insulators of glass, \$80-133	DE 2.2	MY .3	JM .3	3.0
	(851490) Parts of industrial/etc electric furnaces/ovens nes, \$243-335	MY 1	BR .4	KR .4	2.7

Catalogue of Diversification Opportunities 2022

Railway, tramway locomotives, rolling stock, equipment	(860210) Rail locomotives, diesel-electric, \$2332139-5450186	PK 52.5	IN 43.3	AU 38.2	194.0
	(860290) Rail locomotives non-electric and locomotive tenders, \$308483-747206	LA 3	US 2.9	CA 2.1	9.1
Vehicles other than railway, tramway	(870310) Snowmobiles, golf cars, similar vehicles, \$0-2650	DO 4.9			4.9
	(871190) Motorcycles with other than a spark ignition engine, \$0-303	DO .9			0.9
Optical, photo, technical, medical, etc apparatus	(902990) Parts and accessories of revolution counters, etc, \$485-601	GB 6.5	HK 2.1	KR 1.1	12.5
	(903031) Electrical multimeters, \$0-34	DO .1			0.1
	(901020) Equipment for photographic laboratories nes, \$0-189	DO .1			0.1
	(900653) Cameras for 35 mm roll film except single lens reflex, \$0-8	ZA 0			0.0
Clocks and watches and parts thereof	(910111) Wrist-watch, precious metal, battery, with hands, \$54536-73284	FR 319.5	CH 137.2		456.7
	(910511) Alarm clocks, battery or mains powered, \$1579+	MY 0	US 0		0.0
	(910111) Wrist-watch, precious metal, battery, with hands, \$0-54	DO 0			0.0

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	

Catalogue of Diversification Opportunities 2022

Live animals	(010119) Horses, live except pure-bred breeding, \$289056-424711	US 4	HK 1.3	LU .6	6.2
	(010519) Poultry, live except domestic fowls, < 185 grams, \$82-285	CD 0	CL 0	SC 0	0.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030542) Herrings, smoked, including fillets, \$16-17	SN 0	LC 0	KZ 0	0.0
	(030710) Oysters, \$67-127	SA 0	ZA 0	KR 0	0.0
	(030549) Smoked fish & fillets other than herrings or salmon, \$149-300	GD 0	MV 0	MA 0	0.0
Edible vegetables and certain roots and tubers	(071022) Beans, frozen, uncooked steamed or boiled, \$28-58	FI .1	LB 0	KR 0	0.1
Cereals	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
	(100820) Millet, \$26-89	FI .1	GR 0	BB 0	0.1
Milling products, malt, starches, inulin, wheat gluten	(110820) Inulin, \$43-84	ES 0	FI 0	SV 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121220) Seaweeds and other algae,, \$78-91	SA .4	UA 0	QA 0	0.4
Animal,vegetable fats and oils, cleavage products, etc	(150590) Derivatives of wool grease (including lanolin), \$41-79	FR 1.5	ZA .3	BE .2	2.4
	(151920) Acid oils from refining, \$10-19	SA .6	EG 0		0.6
	(151519) Linseed oil,fractions, refined not chemically modifie, \$120-221	CH .1	GR 0	FR 0	0.1
	(150990) Olive oil, fractions, refined, not chemically modifie, \$90-124	KR 0	ID 0	KW 0	0.0

Catalogue of Diversification Opportunities 2022

	(151110) Palm oil, crude, \$59-90	SA 0	BW 0	CL 0	0.0
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$11-15	QA .1	CL .1	MY .1	0.3
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$144-180	TG .2	PF 0	GT 0	0.2
Beverages, spirits and vinegar	(220590) Vermouth and other flavoured grape wines - pack > 2l, \$83-169	BE 0	GR 0	FR 0	0.0
Tobacco and manufactured tobacco substitutes	(240290) Cigars, cheroots, cigarettes, with tobacco substitute, \$346-642	SG 0	RW 0	NO 0	0.0

Ghana

Basic statistics

Current diversification (number of products)	4,498	Potential new products more complex (percentage)	82
Potential new products	3,661	Export opportunity in more complex products (percentage)	62
Potential new products more complex than the country's average	2,991	Import replacement opportunity in more complex products (percentage)	61

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Pharmaceutical products	8
Organic chemicals	8
Vehicles other than railway, tramway	6
Electrical, electronic equipment	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Plastics and articles thereof	5
Inorganic chemicals, precious metal compound, isotopes	3
Meat and edible meat offal	2
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	11
China	9
Germany	7
France	5
United Kingdom	4
Italy	4
Thailand	4
Rep. of Korea	3
India	3
Canada	3
Japan	3
Netherlands	3
Belgium	3
Others	27

By regions

Region	Percent
Asia	36
Western Europe	21
Northern America	14
Southern Europe	8
Eastern Europe	7
Northern Europe	7
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	22

Catalogue of Diversification Opportunities 2022

Cereals	12
Dairy products, eggs, honey, edible animal products nes	11
Edible fruit, nuts, peel of citrus fruit, melons	10
Residues, wastes of food industry, animal fodder	9
Beverages, spirits and vinegar	6
Animal, vegetable fats and oils, cleavage products, etc	5
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	4
Tobacco and manufactured tobacco substitutes	4
Cereal, flour, starch, milk preparations and products	4
Vegetable, fruit, nut, etc food preparations	3
Meat, fish and seafood food preparations nes	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	21
USA	12
Germany	7

By regions

Region	Percent
Asia	46
Western Europe	14
Northern America	13

Catalogue of Diversification Opportunities 2022

United Kingdom	4	Northern Europe	9
Rep. of Korea	4	Southern Europe	5
France	3	Eastern Europe	5
Viet Nam	3	South America	3
China, Hong Kong SAR	3	Oceania	3
Australia	3		
Japan	3		
Others	23		

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8

Catalogue of Diversification Opportunities 2022

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
Organic chemicals	(293390) Heterocyclic compounds with N-heteroatom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293390) Heterocyclic compounds with N-heteroatom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(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
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7

Catalogue of Diversification Opportunities 2022

	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870331) Automobiles, diesel engine of <1500 cc, \$16275-32659	IT 1372.2	BE 715.6	PT 419.8	3740.6
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8

Catalogue of Diversification Opportunities 2022

	(870422) Diesel powered trucks weighing 5-20 tonnes, \$52514-103973	GB 577.9	CA 173.6	IE 145.2	1180.6
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
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8

Catalogue of Diversification Opportunities 2022

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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030619) Crustaceans nes, frozen,, \$6-17	KR 5.8	SA 5.5	NZ 5.3	31.9
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070970) Spinach fresh or chilled, \$1-5	US 43.7	CA 4.9	PL 4.4	68.6
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1

Catalogue of Diversification Opportunities 2022

	(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	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120400) Linseed, \$0-3	FR 6.7	DE 3.8	AU 1.2	16.9

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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
	(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
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2

Catalogue of Diversification Opportunities 2022

	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

Catalogue of Diversification Opportunities 2022

	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Gibraltar

Basic statistics

Current diversification (number of products)	787	Potential new products more complex (percentage)	68
Potential new products	4,062	Export opportunity in more complex products (percentage)	32
Potential new products more complex than the country's average	2,781	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
Machinery & mech appliance etc	12
Plastics and articles thereof	9
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	6
Organic chemicals	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Miscellaneous chemical products	4
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	14
China	6
France	6
Germany	6
Thailand	4
United Kingdom	4
India	3
Italy	3
Canada	3
Netherlands	3
Japan	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	17
Eastern Europe	7
Northern Europe	6
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
Dairy products, eggs, honey, edible animal products	17

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	13
Cereal, flour, starch, milk preparations and products	12
Vegetable, fruit, nut, etc food preparations	9
Animal,vegetable fats and oils, cleavage products, etc	7
Cocoa and cocoa preparations	7
Meat and edible meat offal	6
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	3
Cereals	3
Sugars and sugar confectionery	3
Milling products, malt, starches, inulin, wheat gluten	2
Beverages, spirits and vinegar	2
Products of animal origin, nes	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	13
United Kingdom	8
China	7

By regions

Region	Percent
Asia	34
Western Europe	19
Northern America	15

Catalogue of Diversification Opportunities 2022

Germany	6	Northern Europe	12
France	5	Eastern Europe	9
Russian Federation	5	Southern Europe	6
United Arab Emirates	4		
Japan	4		
China, Hong Kong SAR	4		
Netherlands	3		
Others	25		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1

Catalogue of Diversification Opportunities 2022

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, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(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
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1

Catalogue of Diversification Opportunities 2022

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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110311) Wheat meal, \$0-1	FR 10.4	US 1.7	GB 1.2	19.4
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5

Catalogue of Diversification Opportunities 2022

	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
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
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9

Catalogue of Diversification Opportunities 2022

Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
		(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Beverages, spirits and vinegar		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Greece

Basic statistics

Current diversification (number of products)	13,791	Potential new products more complex (percentage)	87
Potential new products	1,090	Export opportunity in more complex products (percentage)	78
Potential new products more complex than the country's average	949	Import replacement opportunity in more complex products (percentage)	81

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Vehicles other than railway, tramway	15
Machinery & mech appliance etc	14
Electrical, electronic equipment	12
Organic chemicals	10
Iron and steel	8
Optical, photo, technical, medical, etc apparatus	7
Miscellaneous chemical products	5
Inorganic chemicals, precious metal compound, isotopes	4
Plastics and articles thereof	4
Rubber and articles thereof	2
Sum of others with smaller share	18

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

By countries

Country	Percent
USA	14
China	12
Germany	5
India	5
United Kingdom	5
France	5
Russian Federation	3
Italy	3
China, Hong Kong SAR	3
Japan	3
Others	25

By regions

Region	Percent
Asia	39
Northern America	16
Western Europe	16
Northern Europe	9
Eastern 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
Cereals	47
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	26
Products of animal origin, nes	19

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Miscellaneous edible preparations	1
Lac, gums, resins, vegetable saps and extracts nes	1

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

By countries

Country	Percent
China	42
USA	11
Belgium	6
Japan	4
Denmark	4
Spain	4
Netherlands	3
Malaysia	3
Ireland	3
Sri Lanka	3
Dominican Rep.	3
Others	5

By regions

Region	Percent
Asia	54
Northern America	13
Western Europe	12
Northern Europe	9
Southern Europe	6
Eastern Europe	4
Caribbean	3

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
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$0-195	CN 355.5	PL 4.2	US 2.2	363.7
	(281820) Aluminium oxide, except artificial corundum, \$7-16	SA 45.2	DE 27	JP 11	91.2
	(280469) Silicon, <99.99% pure, \$0-1	BH 23.4	AE 17.9	PL 10.9	77.3
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
	(290243) P-xylene, \$0-21	PT 150.7	BR 56.5	IN 39.6	305.0
	(290531) Ethylene glycol (ethanediol), \$0-0	ID 112	GB 96	VN 21.8	291.0
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6

Catalogue of Diversification Opportunities 2022

	(381121) Lubricating oil additives with petroleum, bitumen oil, \$0-3	NL 114.7	CN 90.3	GB 56.4	452.3
	(381210) Prepared rubber accelerators, \$3-9	TH 40.1	LK 10.4	CN 9.8	87.8
	(380130) Carbonaceous pastes for electrodes, furnace linings, \$0-10	KR 14.5	NO 13.5	ID 7.9	69.0
	(381090) Electro-weld rod cores, coatings, etc., \$17-38	FR 15.9	CN 6.8	SG 4.8	33.8
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
	(392119) Sheet etc, cellular of plastics nes, \$37-52	CN 59.7	HU 46.3	MY 35.7	185.9
	(390890) Polyamides nes, in primary forms, \$8-17	CN 103.9	FR 6.3	HK 3	120.7
	(391390) Polymers, natural or modified nes in primary forms ne, \$302-1078	US 44.5	SG 18.1	CH 8.5	88.6
	(392059) Sheet/film not cellular/reinf acrylic polymers nes, \$19-43	CN 67.7	DK 6.9	CH 4.7	87.6
Rubber and articles thereof	(400219) Styrene-butadiene rubber (SBR/XSBR) except latex, \$1-2	TH 94.8	US 63.1	BR 23.4	325.6
	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$0-2	BE 59.2	CN 51.8	US 43	208.0
	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$2-5	IN 26.2	TH 20	SG 17.3	144.6
	(400129) Natural rubber in other forms, \$1-14	CN 81	ES 15.9	VN 5.3	113.4

Catalogue of Diversification Opportunities 2022

	(400219) Styrene-butadiene rubber (SBR/XSBR) except latex, \$2-5	CN 48.3	IN 6.7	ID 3.1	69.9
Iron and steel	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1	TH 597	SE 199.8	BE 58	1011.5
	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(720221) Ferro-silicon, >55% silicon, \$1-1	JP 270.4	ID 40.6	RU 14.4	367.3
	(721039) Flat rolled iron or non-alloy steel, electro plate/zinc,w >600mm, nes, \$0-0	CN 152.9	PL 29.7	IN 18.5	317.5
Machinery & mech appliance etc	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9
	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(843351) Combine harvester-threshers, \$11623-130888	RU 57.9	PH 51.5	US 36.5	306.6
	(842240) Packing or wrapping machinery nes, \$66673-180950	CN 129.9	CA 54.7	AU 39.4	282.2
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

Catalogue of Diversification Opportunities 2022

	(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, \$17560-40915	DE 107.2	CH 38.9	PL 25.1	229.4
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$86409-165647	US 1631.8	CN 373.6	GB 296.1	3157.7
	(870190) Wheeled tractors nes, \$47189-103585	US 434	GB 350.8	BE 213.8	1571.5
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870600) Motor vehicle chassis fitted with engine, \$71767-175970	CO 104.8	PT 73.6	IL 63.2	398.4
Optical, photo, technical, medical, etc apparatus	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3
	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(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
	(901020) Equipment for photographic laboratories nes, \$189-17304	SG 85	JP 64	TH 61.4	309.7

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	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$18-43	FI 0	BR 0	SC 0	0.2
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030263) Coalfish, fresh or chilled, whole, \$0-1	DK 8.1	PL 3.3	DE .5	12.9
Products of animal origin, nes	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
	(051110) Semen bovine, \$0-7	NL 5.4	IT 2.2	UA 1.5	11.7
Cereals	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
Miscellaneous edible preparations	(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9
	(210230) Baking powders, prepared, \$5-10	EC .2	BW .1	EG .1	1.1

Greenland

Basic statistics

Current diversification (number of products)	434	Potential new products more complex (percentage)	52
Potential new products	3,040	Export opportunity in more complex products (percentage)	17
Potential new products more complex than the country's average	1,581	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
Machinery & mech appliance etc	12
Plastics and articles thereof	11
Electrical, electronic equipment	6
Organic chemicals	6
Iron and steel	5
Articles of iron or steel	4
Miscellaneous chemical products	4
Optical, photo, technical, medical, etc apparatus	4
Vehicles other than railway, tramway	4
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	13
Germany	6
France	6
China	5
Thailand	5
United Kingdom	4
Netherlands	3
Poland	3
Italy	3
India	3
Japan	3
Russian Federation	3
Spain	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	19
Northern America	15
Eastern Europe	9
Southern Europe	7
Northern Europe	7
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
Cereal, flour, starch, milk preparations and products	22
Dairy products, eggs, honey, edible animal products nes	19
Edible fruit, nuts, peel of citrus fruit, melons	17
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	10
Animal, vegetable fats and oils, cleavage products, etc	10
Cocoa and cocoa preparations	5
Vegetable, fruit, nut, etc food preparations	5
Residues, wastes of food industry, animal fodder	3
Milling products, malt, starches, inulin, wheat gluten	2
Lac, gums, resins, vegetable saps and extracts nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Edible vegetables and certain roots and tubers	1
Sugars and sugar confectionery	1
Meat, fish and seafood food preparations nes	1
Sum of others with smaller share	1

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

By countries

Country	Percent
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By regions

Region	Percent
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Catalogue of Diversification Opportunities 2022

USA	14	Asia	35
Germany	12	Western Europe	22
China	8	Northern America	16
United Kingdom	7	Northern Europe	10
United Arab Emirates	5	Eastern Europe	9
China, Hong Kong SAR	5	Southern Europe	5
Russian Federation	5		
France	4		
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	
Organic chemicals	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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

Catalogue of Diversification Opportunities 2022

	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9

Catalogue of Diversification Opportunities 2022

	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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	FR 263	IT 60.8	ES 39.7	560.2
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-2	IN 84.5	FI 27.6	PT 26.9	280.8
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
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850153) AC motors, multi-phase, of an output > 75 kW, \$1991-17560	BE 202.9	CN 128.8	AU 16.4	438.7
	(854800) Electrical parts of machinery and apparatus, nes, \$30-181	VN 131.1	HU 104.9	HK 46	434.6
	(851632) Electro-thermic hairdressing apparatus, nes, \$13-16	GB 140.5	KR 72.8	RU 41.3	384.1
	(853530) Isolating and make-and-break switches, voltage >1 kV, \$14-65	VN 38.1	NL 34.7	US 33.9	376.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870821) Safety seat belts for motor vehicles, \$13-56	ES 56.8	GB 52.6	BR 28.6	216.3
	(870821) Safety seat belts for motor vehicles, \$0-13	FR 30.9	TR 29.5	JP 23.6	184.0
	(870919) Work trucks except electrically powered, \$432-20329	NL 149.9	US 4	DE 1.6	163.6
	(870892) Mufflers and exhaust pipes for motor vehicles, \$33-71	SK 83.9	JP 14.4	DE 10.7	145.7
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2
	(903081) Electrical measurement recording instruments, \$103-2139	US 216.1	SG 42.7	BR 11.1	328.2

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6

Catalogue of Diversification Opportunities 2022

	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
Edible vegetables and certain roots and tubers	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071021) Peas, frozen, uncooked steamed or boiled, \$0-1	GB 10.2	US 6.3	CN 4.7	44.6
	(071022) Beans, frozen, uncooked steamed or boiled, \$0-2	DE 3.7	IT 2.4	BE 2	18.3
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081310) Apricots, dried, \$2-6	BY 13.7	NL 8.1	NZ 2.6	32.6
Milling products, malt, starches, inulin, wheat gluten	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9

Catalogue of Diversification Opportunities 2022

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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170191) Refined sugar, in solid form, flavoured or coloured, \$1-6	GB 2.4	CA 2.1	JP 1.6	12.9
	(170240) Glucose including syrup of 20%-50% dry weight fructos, \$0-3	US .8	ZM .7	JP .6	5.9

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
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
	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200892) Fruit mixtures, otherwise prepared or preserved, \$1-8	US 23.3	GB 6.8	CA 5.2	58.4
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7

Catalogue of Diversification Opportunities 2022

	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230990) Animal feed preparations nes, \$13-36	ES 16.4	CO 4.5	BR 3	38.4

Grenada

Basic statistics

Current diversification (number of products)	629	Potential new products more complex (percentage)	66
Potential new products	2,960	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	1,956	Import replacement opportunity in more complex products (percentage)	19

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Plastics and articles thereof	10
Electrical, electronic equipment	10
Machinery & mech appliance etc	9
Pharmaceutical products	8
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	4
Articles of iron or steel	4
Miscellaneous chemical products	3
Paper & paperboard, articles of pulp, paper and board	3
Iron and steel	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	15
Germany	7
France	7
China	5
Netherlands	4
Thailand	4
United Kingdom	4
Japan	3
Italy	3
Russian Federation	3
Others	28

By regions

Region	Percent
Asia	32
Western Europe	22
Northern America	16
Eastern Europe	8
Northern Europe	8
Southern Europe	7
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
Dairy products, eggs, honey, edible animal products	24
Cereal, flour, starch, milk preparations and products	11
Cocoa and cocoa preparations	11

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	11
Animal,vegetable fats and oils, cleavage products, etc	9
Beverages, spirits and vinegar	8
Vegetable, fruit, nut, etc food preparations	7
Miscellaneous edible preparations	6
Edible vegetables and certain roots and tubers	2
Meat, fish and seafood food preparations nes	2
Lac, gums, resins, vegetable saps and extracts nes	2
Milling products, malt, starches, inulin, wheat gluten	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sugars and sugar confectionery	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	11
United Kingdom	9
Russian Federation	7
France	7
Germany	7

By regions

Region	Percent
Asia	30
Western Europe	22
Northern Europe	13
Northern America	13
Eastern Europe	12

Catalogue of Diversification Opportunities 2022

China	4	Southern Europe	5
Netherlands	4		
China, Hong Kong SAR	3		
Belgium	3		
Japan	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5
Miscellaneous chemical products	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(481190) Paper, coated/impregnated/covered/coloured/printed, ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
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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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
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
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9

Catalogue of Diversification Opportunities 2022

	(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	(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
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151620) Veg fats, oils or fractions hydrogenated, esterified, \$0-1	RU 55.1	EG 50.2	IT 44	271.8
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations nes	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
	(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	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(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
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1

Catalogue of Diversification Opportunities 2022

	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
Beverages, spirits and vinegar	(220410) Grape wines, sparkling, \$3-14	GB 456.4	DE 292.4	BE 150	1230.0
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Guam

Basic statistics

Current diversification (number of products)	483	Potential new products more complex (percentage)	68
Potential new products	3,099	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	2,114	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
Machinery & mech appliance etc	11
Plastics and articles thereof	11
Electrical, electronic equipment	11
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Organic chemicals	3
Iron and steel	3
Articles of apparel, accessories, knit or crochet	2
Articles of apparel, accessories, not knit or crochet	2
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	16
France	8
China	5
Germany	5
United Kingdom	4
Netherlands	3
Japan	3
Russian Federation	3
India	3
Thailand	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	17
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
Dairy products, eggs, honey, edible animal products	18
Edible fruit, nuts, peel of citrus fruit, melons	17
Vegetable, fruit, nut, etc food preparations	12

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	11
Cocoa and cocoa preparations	9
Animal,vegetable fats and oils, cleavage products, etc	8
Sugars and sugar confectionery	4
Miscellaneous edible preparations	4
Live trees, plants, bulbs, roots, cut flowers etc	3
Cereals	3
Edible vegetables and certain roots and tubers	3
Meat, fish and seafood food preparations nes	2
Beverages, spirits and vinegar	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	11
United Kingdom	9
Russian Federation	8
Germany	7
France	6

By regions

Region	Percent
Asia	32
Western Europe	19
Eastern Europe	13
Northern America	13
Northern Europe	12

Catalogue of Diversification Opportunities 2022

Netherlands	4	Southern Europe	5
China	4		
China, Hong Kong SAR	4		
United Arab Emirates	4		
Japan	3		
Others	26		

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	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

Catalogue of Diversification Opportunities 2022

	(390190) Polymers of ethylenes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
	(611693) Gloves, mittens or mitts, nes, synthetic fibres, knit, \$17-63	US 214.3	NL 5.6	BE 2	237.3
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0

Catalogue of Diversification Opportunities 2022

	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(842951) Front end shovel loaders, \$27366-72431	FR 443.6	RU 233.1	US 207.4	1552.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
Optical, photo, technical, medical, etc apparatus	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

Catalogue of Diversification Opportunities 2022

	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
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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 product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060210) Cuttings and slips, not rooted, \$0-0	US 26	NL 16.5	CA 3.4	50.4
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
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
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, nes, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations nes	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(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
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(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
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4

Catalogue of Diversification Opportunities 2022

	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Guatemala

Basic statistics

Current diversification (number of products)	5,662	Potential new products more complex (percentage)	80
Potential new products	3,542	Export opportunity in more complex products (percentage)	48
Potential new products more complex than the country's average	2,846	Import replacement opportunity in more complex products (percentage)	59

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	15
Vehicles other than railway, tramway	9
Electrical, electronic equipment	8
Iron and steel	7
Organic chemicals	7
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	4
Pharmaceutical products	3
Articles of iron or steel	2
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	36

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

By countries

Country	Percent
China	10
USA	10
Germany	6
France	6
Thailand	4
United Kingdom	4
India	3
Italy	3
Netherlands	3
Canada	3
Belgium	3
Japan	3
Others	28

By regions

Region	Percent
Asia	38
Western Europe	20
Northern America	14
Northern Europe	7
Southern Europe	7
Eastern Europe	7
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	20

Catalogue of Diversification Opportunities 2022

Cereals	15
Dairy products, eggs, honey, edible animal product nes	13
Edible fruit, nuts, peel of citrus fruit, melons	11
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	8
Animal,vegetable fats and oils, cleavage products, etc	5
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations nes	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Milling products, malt, starches, inulin, wheat gluten	4
Residues, wastes of food industry, animal fodder	3
Sugars and sugar confectionery	3
Vegetable, fruit, nut, etc food preparations	2
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
China	11
Germany	8
USA	5

By regions

Region	Percent
Asia	42
Western Europe	19
Northern Europe	11

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	5	Southern Europe	8
United Kingdom	5	Eastern Europe	6
Netherlands	4	Northern America	6
Japan	4		
Viet Nam	4		
Italy	4		
France	4		
United Arab Emirates	3		
Others	29		

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
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6

Catalogue of Diversification Opportunities 2022

	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3
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
	(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, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(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

Catalogue of Diversification Opportunities 2022

	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390930) Amino-resins nes, in primary forms, \$0-1	FR 104.2	VN 92.2	TR 65.1	495.5
	(390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3	US 92.4	TR 43.5	IN 42	375.7
Iron and steel	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$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
	(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
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
	(730640) Pipes and tubing, stainless steel, welded, \$0-3	FR 118.6	CH 30.6	DE 22	259.9

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(850230) Electric generating sets, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
Vehicles other than railway, tramway	(870390) Automobiles 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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8

Catalogue of Diversification Opportunities 2022

	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(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

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3

Catalogue of Diversification Opportunities 2022

	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal product nes	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080231) Walnuts in shell, fresh or dried, \$2-6	IT 30	IN 20.8	VN 14.5	99.5

Catalogue of Diversification Opportunities 2022

	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(080110) Coconuts, fresh or dried, \$4-9	AU 33.9	EG 15.7	FR 3.5	56.4
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3

Catalogue of Diversification Opportunities 2022

	(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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
	(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	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3

Catalogue of Diversification Opportunities 2022

	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
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
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
	(190520) Gingerbread and the like, \$0-2	FR 5.9	GB 1.5	RS .8	14.2
Vegetable, fruit, nut, etc food preparations	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
	(200870) Peaches, otherwise prepared or preserved, \$0-1	FR 13.7	UY 4.9	AU 2.9	33.1
	(200960) Grape juice or must not fermented or spirited, \$1-2	CA 6.1	SA 5	JP 2.7	31.4
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2

Catalogue of Diversification Opportunities 2022

	(210130) Chicory & other coffee substitutes, roasted & product, \$3-14	DE 4	IT 2.2	RU 1.9	15.1
	(210230) Baking powders, prepared, \$5-10	EC .2	BW .1	EG .1	1.1
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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Guinea

Basic statistics

Current diversification (number of products)	1,312	Potential new products more complex (percentage)	79
Potential new products	4,036	Export opportunity in more complex products (percentage)	43
Potential new products more complex than the country's average	3,178	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
Machinery & mech appliance etc	12
Plastics and articles thereof	9
Electrical, electronic equipment	9
Organic chemicals	6
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Miscellaneous chemical products	3
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	14
France	7
China	6
Germany	5
United Kingdom	4
Netherlands	4
Thailand	4
Japan	3
Rep. of Korea	3
Russian Federation	3
India	3
Others	29

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	16
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
Dairy products, eggs, honey, edible animal products	15
Edible fruit, nuts, peel of citrus fruit, melons	15

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	10
Cereal, flour, starch, milk preparations and products	10
Vegetable, fruit, nut, etc food preparations	9
Animal,vegetable fats and oils, cleavage products, etc	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Cereals	4
Cocoa and cocoa preparations	4
Meat, fish and seafood food preparations nes	4
Edible vegetables and certain roots and tubers	3
Miscellaneous edible preparations	3
Residues, wastes of food industry, animal fodder	2
Sugars and sugar confectionery	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	14
Germany	9
United Kingdom	7
China	6

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	16
Northern Europe	12

Catalogue of Diversification Opportunities 2022

France	6	Eastern Europe	10
Russian Federation	5	Southern Europe	5
Japan	4		
United Arab Emirates	4		
Netherlands	3		
China, Hong Kong SAR	3		
Others	25		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(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
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9

Catalogue of Diversification Opportunities 2022

	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851140) Starter motors, \$40-349	US 1191.8	CN 144	CA 143.6	1673.4
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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

Catalogue of Diversification Opportunities 2022

	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(070420) Brussels sprouts, fresh or chilled, \$1-3	US 62.5	CA 5	DE 1.5	74.4
	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
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
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(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
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1

Catalogue of Diversification Opportunities 2022

	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(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
Cocoa and cocoa preparations	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0

Catalogue of Diversification Opportunities 2022

	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(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

Catalogue of Diversification Opportunities 2022

	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230990) Animal feed preparations nes, \$13-36	ES 16.4	CO 4.5	BR 3	38.4

Guinea-Bissau

Basic statistics

Current diversification (number of products)	210	Potential new products more complex (percentage)	66
Potential new products	1,961	Export opportunity in more complex products (percentage)	23
Potential new products more complex than the country's average	1,288	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	10
Electrical, electronic equipment	9
Machinery & mech appliance etc	9
Articles of apparel, accessories, knit or crochet	5
Optical, photo, technical, medical, etc apparatus	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Articles of apparel, accessories, not knit or crochet	4
Vehicles other than railway, tramway	3
Cereals	3
Sum of others with smaller share	44

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

By countries

Country	Percent
USA	16
France	9
China	6
Japan	6
Germany	5
United Kingdom	4
Netherlands	3
Italy	3
Russian Federation	3
Others	25

By regions

Region	Percent
Asia	32
Western Europe	21
Northern America	18
Eastern Europe	8
Northern Europe	7
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
Cereals	24
Cereal, flour, starch, milk preparations and products	9
Edible vegetables and certain roots and tubers	9
Dairy products, eggs, honey, edible animal products	9

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	7
Vegetable, fruit, nut, etc food preparations	7
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Live trees, plants, bulbs, roots, cut flowers etc	4
Tobacco and manufactured tobacco substitutes	4
Miscellaneous edible preparations	4
Animal,vegetable fats and oils, cleavage products, etc	4
Edible fruit, nuts, peel of citrus fruit, melons	3
Residues, wastes of food industry, animal fodder	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	7

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

By countries

Country	Percent
Japan	15
USA	11
Egypt	8
China	5
United Kingdom	5
Russian Federation	5

By regions

Region	Percent
Asia	40
Western Europe	14
Northern America	12
Eastern Europe	9
Northern Europe	8
Northern Africa	8

Catalogue of Diversification Opportunities 2022

France	4	Southern Europe	5
Germany	4		
Saudi Arabia	4		
Netherlands	3		
Rep. of Korea	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	
Cereals	(100590) Maize except seed corn, \$0-1	JP 3443.3	EG 1739.1	SA 703.2	7614.0
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
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
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(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
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5

Catalogue of Diversification Opportunities 2022

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
	(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
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(611120) Babies garments, accessories of cotton, knit, \$0-20	PL 105	GB 76.7	FR 60.9	513.2
	(611592) Hosiery nes, of cotton, knit, \$0-14	FR 83.5	DE 81	ES 56.9	511.0
	(610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8
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

Catalogue of Diversification Opportunities 2022

	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620469) Womens, girls trousers, shorts, material nes, not kni, \$0-9	DE 66.1	ES 40.3	RU 36.8	330.7
	(620292) Womens, girls anoraks etc of cotton, not knit, \$14-51	FR 76.2	JP 46.9	US 42.1	316.7
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
	(731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2	VN 156.5	FR 90.8	KR 33.6	490.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(732599) Cast articles of iron or steel, nes, \$2-22	US 179.1	PL 61.8	IT 40.5	473.3
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(847990) Parts of machines and mechanical appliances nes, \$101-223	CN 1325.2	NL 357.6	FR 124.7	2293.1
	(841810) Combined refrigerator-freezers, two door, \$272-507	FR 559.4	RU 215.3	JP 161.8	1770.3
	(841290) Parts of hydraulic/pneumatic/other power engines, \$0-17	ES 299.1	NL 184.8	SE 157.7	1239.5
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9

Catalogue of Diversification Opportunities 2022

	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(853400) Electronic printed circuits, \$0-66	JP 660.1	FR 202.4	BE 33.5	1084.8
	(851830) Headphones, earphones, combinations, \$7-108	CN 218.4	AU 179.2	CA 165.2	1041.5
	(854460) Electric conductors, for over 1,000 volts, nes, \$5-27	US 271.6	PH 142.8	CN 86.1	1021.6
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870892) Mufflers and exhaust pipes for motor vehicles, \$8-33	DE 224.1	US 192.4	BE 128	733.9
	(870893) Clutches and parts thereof for motor vehicles, \$0-10	FR 310.3	IT 46.5	SE 35.5	495.5
	(870892) Mufflers and exhaust pipes for motor vehicles, \$0-8	GB 147.4	FR 58.3	ES 24.7	298.4
	(870821) Safety seat belts for motor vehicles, \$0-13	FR 30.9	TR 29.5	JP 23.6	184.0
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(903290) Parts and accessories for automatic controls, \$41-198	VN 170.4	JP 114.6	CN 93.9	661.0
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(902290) Parts and accessories for radiation apparatus, \$0-93	FR 299.5	GB 75.5	DE 64.1	593.5

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030613) Shrimps and prawns, frozen, \$6-12	CN 370.9	US 205.9	EG 160.6	1055.5
	(030410) Fish fillet or meat, fresh or chilled, not liver, roe, \$6-15	NL 64.1	DE 39.9	JP 31.7	291.2
	(030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
	(030379) Fish nes, frozen, whole, \$5-11	FR 4.8	NZ 3.7	HK 3.2	23.3
Dairy products, eggs, honey, edible animal product nes	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots),nes, \$1-16	NL 261	CH 92.5	DE 91.7	764.3
	(060299) Plants, live (including their roots),nes, \$0-1	DK 156.3	FR 143.7	IE 22.6	408.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6

Catalogue of Diversification Opportunities 2022

	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(070190) Potatoes, fresh or chilled except seed, \$0-0	ES 222.1	IT 150.2	DE 91.7	895.2
	(070310) Onions and shallots, fresh or chilled, \$0-1	GB 75	NL 60.7	DE 56.6	694.7
	(070200) Tomatoes, fresh or chilled, \$0-2	RU 102.2	US 61.1	IT 43.4	458.4
	(070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4	US 67.8	GB 54.2	DE 46.7	374.9
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080290) Nuts edible, fresh or dried, nes, \$4-20	CN 269.3	US 84.8	JP 53.2	496.0
	(081340) Fruits, dried nes, \$3-14	NL 8.4	DE 6.7	RU 5.4	49.3
	(080110) Coconuts, fresh or dried, \$1-4	IN 26.4	MO 1.6	PS .6	31.6
	(081340) Fruits, dried nes, \$14-30	US 13.2	GB 4.4	CZ 2.6	28.7
Cereals	(100590) Maize except seed corn, \$0-1	JP 3443.3	EG 1739.1	SA 703.2	7614.0
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120991) Seed, vegetable, nes for sowing, \$20-299	NL 35	TR 17	JP 16	207.2

Catalogue of Diversification Opportunities 2022

	(120991) Seed, vegetable, nes for sowing, \$0-20	EG 38.6	FR 27	NL 10.9	150.8
	(120799) Oil seeds and oleaginous fruits, nes, \$2-11	RU 25.5	EG 6.8	VN 3.5	68.2
	(120799) Oil seeds and oleaginous fruits, nes, \$0-2	KR 11.6	DE 10.9	BY 5.5	59.4
	(120999) Seed, fruits and spores for sowing, nes, \$6-139	NL 4.9	JP 4.6	AU 3.8	35.3
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$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
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151710) Margarine, except liquid margarine, \$1-2	GB 36.5	BE 7.2	RO 7.1	117.9
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190230) Pasta except uncooked or stuffed, \$1-3	CA 33.7	NL 33.4	CN 33	357.0
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
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
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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	(210110) Coffee extracts, essences, concentrates, preparations, \$4-14	US 74.3	SA 35	TR 30.2	350.6

Catalogue of Diversification Opportunities 2022

	(210110) Coffee extracts, essences, concentrates, preparations, \$0-4	PH 160.3	CN 48.4	HU 13.4	326.2
	(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
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$0-4	TH 139.7	US 77.7	PS 58.3	802.1
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Guyana

Basic statistics

Current diversification (number of products)	1,009	Potential new products more complex (percentage)	73
Potential new products	3,591	Export opportunity in more complex products (percentage)	40
Potential new products more complex than the country's average	2,618	Import replacement opportunity in more complex products (percentage)	30

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Paper & paperboard, articles of pulp, paper and board	4
Organic chemicals	4
Iron and steel	4
Articles of iron or steel	4
Aluminium and articles thereof	3
Miscellaneous chemical products	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	14
France	7
China	6
Germany	5
Thailand	4
United Kingdom	4
Russian Federation	3
Japan	3
Rep. of Korea	3
India	3
Netherlands	3
Others	29

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	16
Eastern Europe	8
Northern Europe	6
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
Meat and edible meat offal	15
Edible fruit, nuts, peel of citrus fruit, melons	14
Dairy products, eggs, honey, edible animal product nes	14

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	8
Animal,vegetable fats and oils, cleavage products, etc	7
Cereal, flour, starch, milk preparations and products	7
Beverages, spirits and vinegar	6
Cocoa and cocoa preparations	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Residues, wastes of food industry, animal fodder	3
Cereals	3
Miscellaneous edible preparations	3
Meat, fish and seafood food preparations nes	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sum of others with smaller share	6

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

By countries

Country	Percent
China	16
USA	13
Germany	8
Russian Federation	6
United Kingdom	6

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	14
Eastern Europe	11
Northern Europe	10

Catalogue of Diversification Opportunities 2022

France	5	Southern Europe	4
Netherlands	4		
China, Hong Kong SAR	3		
Japan	3		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0

Catalogue of Diversification Opportunities 2022

	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4

Catalogue of Diversification Opportunities 2022

	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$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
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Aluminium and articles thereof	(760110) Aluminium unwrought, not alloyed, \$0-1	KR 1632.1	JP 1575.9	TR 850.8	4877.8
	(760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6	US 360.3	CH 110.3	BE 64.6	871.8
	(760711) Foil, aluminium, not backed, rolled but nfw, < 0.2mm, \$0-3	US 138.7	FR 67.6	EG 55.3	511.8
	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$5-21	GB 68	AT 45.6	US 34.3	407.1
	(760421) Profiles, hollow, aluminium, alloyed, \$0-4	FR 44.4	DE 32.8	AU 21.4	261.5
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
Optical, photo, technical, medical, etc apparatus	(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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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

Catalogue of Diversification Opportunities 2022

	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(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 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
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4

Catalogue of Diversification Opportunities 2022

	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
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/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180500) Cocoa powder, unsweetened, \$2-6	US 63.9	CN 31.5	NL 16.6	223.3
Cereal, flour, starch, milk preparations and products	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3

Catalogue of Diversification Opportunities 2022

		(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
		(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
		(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Beverages, spirits and vinegar		(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
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
		(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
		(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
		(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

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Basic statistics

Current diversification (number of products)	1,699	Potential new products more complex (percentage)	81
Potential new products	3,629	Export opportunity in more complex products (percentage)	52
Potential new products more complex than the country's average	2,922	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	7
Pharmaceutical products	6
Iron and steel	4
Articles of iron or steel	3
Organic chemicals	3
Vehicles other than railway, tramway	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	14
France	7
China	7
Germany	6
Netherlands	4
United Kingdom	4
Japan	3
India	3
Italy	3
Thailand	3
Others	27

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	16
Eastern Europe	8
Northern Europe	8
Southern Europe	7
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
Dairy products, eggs, honey, edible animal products	19
Edible fruit, nuts, peel of citrus fruit, melons	17
Beverages, spirits and vinegar	11

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	10
Cereal, flour, starch, milk preparations and products	7
Animal,vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	4
Cocoa and cocoa preparations	4
Edible vegetables and certain roots and tubers	4
Miscellaneous edible preparations	3
Sugars and sugar confectionery	2
Residues, wastes of food industry, animal fodder	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Meat and edible meat offal	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	11
China	10
United Kingdom	8
Germany	6
Russian Federation	6

By regions

Region	Percent
Asia	37
Western Europe	18
Northern America	13
Northern Europe	13
Eastern Europe	11

Catalogue of Diversification Opportunities 2022

France	5	Southern Europe	4
Netherlands	5		
China, Hong Kong SAR	4		
Japan	3		
United Arab Emirates	3		
Philippines	3		
Others	23		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9

Catalogue of Diversification Opportunities 2022

	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9

Catalogue of Diversification Opportunities 2022

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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(842951) Front end shovel loaders, \$27366-72431	FR 443.6	RU 233.1	US 207.4	1552.2
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(870190) Wheeled tractors nes, \$0-9592	ES 57.4	BE 39.3	SE 34.1	389.6
Optical, photo, technical, medical, etc apparatus	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

Catalogue of Diversification Opportunities 2022

	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
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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	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$2-5	CN 448.9	LK 269.2	KW 79.3	1279.2
	(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
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

Catalogue of Diversification Opportunities 2022

	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$0-4	FR 3.7	NL 3.5	BE 1.9	14.9
Edible vegetables and certain roots and tubers	(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
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070940) Celery, other than celeriac, fresh or chilled, \$1-3	CA 108.9	HK 4.6	DE 4.4	144.2
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Sugars and sugar confectionery	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7

Catalogue of Diversification Opportunities 2022

	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6

Catalogue of Diversification Opportunities 2022

	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220410) Grape wines, sparkling, \$3-14	GB 456.4	DE 292.4	BE 150	1230.0
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220850) Gin and Geneva, \$0-7	FR 37.1	ZA 12.2	RU 11.9	82.2
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
	(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

Catalogue of Diversification Opportunities 2022

	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
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Heard Island and McDonald Islands

Basic statistics

Current diversification (number of products)	33	Potential new products more complex (percentage)	41
Potential new products	1,259	Export opportunity in more complex products (percentage)	10
Potential new products more complex than the country's average	517	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	14
Articles of apparel, accessories, knit or crochet	11
Paper & paperboard, articles of pulp, paper and board	8
Articles of apparel, accessories, not knit or crochet	7
Electrical, electronic equipment	6
Pearls, precious stones, metals, coins, etc	4
Other made textile articles, sets, worn clothing etc	4
Toys, games, sports requisites	4
Knitted or crocheted fabric	3
Machinery & mech appliance etc	3
Sum of others with smaller share	36

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

By countries

Country	Percent
USA	21
France	8
China	5
Germany	4
Japan	4
United Kingdom	4
Russian Federation	3
Italy	3
Singapore	3
Others	25

By regions

Region	Percent
Asia	33
Northern America	22
Western Europe	18
Northern Europe	7
Eastern Europe	7
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
Cereal, flour, starch, milk preparations and products	28
Cocoa and cocoa preparations	15
Vegetable, fruit, nut, etc food preparations	12
Miscellaneous edible preparations	10
Edible fruit, nuts, peel of citrus fruit, melons	9

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	7
Beverages, spirits and vinegar	4
Sugars and sugar confectionery	4
Animal,vegetable fats and oils, cleavage products, etc	3
Edible vegetables and certain roots and tubers	3
Products of animal origin, nes	2
Live trees, plants, bulbs, roots, cut flowers etc	1
Coffee, tea, mate and spices	1

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

By countries

Country	Percent
USA	19
United Kingdom	5
Germany	5
France	5
Russian Federation	5
Netherlands	4
China, Macao SAR	4
Japan	4
United Arab Emirates	4

By regions

Region	Percent
Asia	34
Northern America	22
Western Europe	16
Eastern Europe	10
Northern Europe	9
Sub-Saharan Africa	4
Southern Europe	3

Catalogue of Diversification Opportunities 2022

Thailand	3
Indonesia	3
Canada	3
China	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	
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
	(390690) Acrylic polymers nes, in primary forms, \$1-5	RU 119.4	TH 72	SA 61.4	691.6
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

Catalogue of Diversification Opportunities 2022

	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481950) Containers, packing, nes of paper, \$2-11	IT 133.4	CA 47.9	ID 23.4	319.6
	(481810) Toilet paper, \$1-2	DE 94.3	SA 32	HN 15	275.9
Knitted or crocheted fabric	(600230) Knit or crochet fabric, width > 30 cm, >5% elastomer, \$0-8	KH 1342	LK 113.9	ID 46.6	1674.2
	(600293) Knit or crochet fabric of manmade fibres, nes, \$5-20	VN 157.5	LK 69.2	ID 39.3	438.5
	(600292) Knit or crochet fabric of cotton, nes, \$0-6	LK 88.3	SV 30.2	MM 23.9	277.3
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
	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
Articles of apparel, accessories, not knit or crochet	(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

Catalogue of Diversification Opportunities 2022

	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
Other made textile articles, sets, worn clothing etc	(630140) Blankets (except electric) & travel rugs, synth fibre, \$5-18	US 1179.6	BE 5.4	DE 2.9	1215.2
	(630392) Curtains drapes blinds valances, synth fibre, not kni, \$9-31	US 780.1	CZ 9.1	GB 6.3	829.7
	(630392) Curtains drapes blinds valances, synth fibre, not kni, \$0-9	FR 105.4	GB 35.1	PL 21.5	275.1
	(630222) Bed linen, of manmade fibres, printed, not knit, \$6-16	US 240.8	KR 2.5	NZ 1.2	251.9
	(630130) Blankets (non-electric) and travelling rugs, of cotto, \$8-25	US 198.6	ES 3.4	AE 1.9	214.4
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711311) Jewellery and parts, silver, including plated silver, \$0-514	US 295.5	CN 237.5	FR 46.2	651.2
	(711311) Jewellery and parts, silver, including plated silver, \$514-2422	HK 169.8	TH 81.1	GB 51.1	514.4
	(711719) Imitation jewellery nes of base metal including plate, \$223-506	FR 180.4	DE 32.1	IT 27	314.8
	(711320) Jewellery, parts, base metal clad with precious metal, \$0-69	CN 9.7	FR 2.1	SE 1.8	17.1
Machinery & mech appliance etc	(843131) Parts of lifts, skip hoist or escalators, \$8-55	HK 215.1	US 35.7	GB 25.4	398.7

Catalogue of Diversification Opportunities 2022

	(846694) Parts, accessories nes, metal shaping machine tools, \$0-21	FR 131.1	RO 34.8	JP 33.2	380.8
	(848071) Moulds, injection & compression, for rubber or plasti, \$0-18	JP 60	IN 38	BR 34	328.2
	(840290) Parts of steam or vapour generating boilers nes, \$9-64	PH 48.9	JO 35.4	AR 21.2	249.1
	(847340) Parts and accessories of office machines, nes, \$44-168	HK 50.3	IN 41.8	ES 29.8	240.4
Electrical, electronic equipment	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(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
	(851190) Parts of electrical ignition or starting equipment, \$13-57	HU 250.8	TH 108	IE 27	534.4
	(850110) Electric motors of an output < 37.5 watts, \$0-14	US 57.6	PT 45.2	CA 35	316.0
Toys, games, sports requisites	(950699) Equipment nes for sports, swimming and paddling pools, \$0-19	US 1625.8	DE 382.3	FR 304.1	3581.1
	(950800) Play, fair-ground equipment, travelling circus, theatr, \$4-24	US 58.6	SA 50.6	AE 33.6	266.6

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	

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
Products of animal origin,	(051199) Animal products and domestic animal carcass (non-food, \$1-24	CL 17.8	DE 15.8	PY 10.9	103.0
Live trees, plants, bulbs, roots, cut flowers etc	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
Coffee, tea, mate and spices	(090111) Coffee, not roasted, not decaffeinated, \$7-15	CH 12.7	PT 4	DK 3.7	38.1
	(090130) Coffee husks and skins, \$4-19	GB 6.6	ES 1.9	LU 1	14.9
	(091030) Turmeric (curcuma), \$2-9	IN 2.5	US 2.1	AU 1.9	13.6
	(090412) Pepper of the genus Piper, crushed or ground, \$3-11	IE 2.2	NG 1.6	PT 1.5	9.2
Animal,vegetable fats and oils, cleavage products, etc	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Sugars and sugar confectionery	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
Cocoa and cocoa preparations	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
	(200811) Ground-nuts otherwise prepared or preserved, \$2-5	US 63.3	RO 11.9	SA 4.4	117.7
Miscellaneous edible preparations	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4

Catalogue of Diversification Opportunities 2022

	(210410) Soups and broths and preparations thereof, \$2-6	US 41.3	IT 19.8	NE 17.5	193.6
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210120) Tea and mate extracts, essences and concentrates, \$3-20	US 13.9	JP 12.1	TH 11.2	88.3
Beverages, spirits and vinegar	(220210) Beverage waters, sweetened or flavoured, \$1-3	US 182.5	NL 17.6	CA 9.6	272.5

Holy See (Vatican City State)

Basic statistics

Current diversification (number of products)	300	Potential new products more complex (percentage)	66
Potential new products	2,901	Export opportunity in more complex products (percentage)	26
Potential new products more complex than the country's average	1,925	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
Machinery & mech appliance etc	12
Plastics and articles thereof	11
Electrical, electronic equipment	8
Optical, photo, technical, medical, etc apparatus	7
Organic chemicals	5
Paper & paperboard, articles of pulp, paper and board	4
Iron and steel	3
Articles of apparel, accessories, knit or crochet	3
Miscellaneous chemical products	3
Pharmaceutical products	2
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	15
China	7
France	7
Germany	5
United Kingdom	4
Thailand	3
Netherlands	3
Canada	3
India	3
Japan	3
Italy	3
Rep. of Korea	3
Russian Federation	3
Others	27

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	19
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
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Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	19
Cereal, flour, starch, milk preparations and products	15
Cocoa and cocoa preparations	13
Vegetable, fruit, nut, etc food preparations	9
Miscellaneous edible preparations	7
Meat and edible meat offal	7
Meat, fish and seafood food preparations nes	6
Edible fruit, nuts, peel of citrus fruit, melons	6
Animal,vegetable fats and oils, cleavage products, etc	6
Sugars and sugar confectionery	4
Edible vegetables and certain roots and tubers	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Lac, gums, resins, vegetable saps and extracts nes	1
Milling products, malt, starches, inulin, wheat gluten	1
Sum of others with smaller share	1

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

By countries

Country	Percent
USA	9
Russian Federation	9

By regions

Region	Percent
Asia	28
Western Europe	20

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Eastern Europe	16
France	7	Northern Europe	13
Japan	5	Northern America	11
Netherlands	5	Southern Europe	6
United Arab Emirates	4		
Germany	4		
China	4		
Denmark	3		
Italy	3		
Malaysia	3		
Others	22		

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, \$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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0

Catalogue of Diversification Opportunities 2022

	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2

Catalogue of Diversification Opportunities 2022

	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5

Catalogue of Diversification Opportunities 2022

	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
	(721012) Flat rolled iron or non-alloy steel, coated with tin, w >600mm, t <0.5m, \$0-1	PH 43.8	UA 26.4	ZA 19.6	268.6
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(851140) Starter motors, \$40-349	US 1191.8	CN 144	CA 143.6	1673.4
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(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
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6

Catalogue of Diversification Opportunities 2022

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
	(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

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6

Catalogue of Diversification Opportunities 2022

	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
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
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(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
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Milling products, malt, starches, inulin, wheat gluten	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5

Catalogue of Diversification Opportunities 2022

	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0
	(152110) Vegetable waxes except triglycerides, \$4-16	DE 2	ES .8	BE .7	8.0
Meat, fish and seafood food preparations nes	(160100) Sausages, similar products of meat, meat offal & bloo, \$2-7	HU 86	RU 66.3	BE 57.8	516.3
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(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

Catalogue of Diversification Opportunities 2022

	(170112) Raw sugar, beet, \$0-2	KE 7.6	FR 2.2	MU 1.9	14.2
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9

Catalogue of Diversification Opportunities 2022

		(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
		(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
		(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
		(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6

Honduras

Basic statistics

Current diversification (number of products)	4,072	Potential new products more complex (percentage)	82
Potential new products	3,823	Export opportunity in more complex products (percentage)	54
Potential new products more complex than the country's average	3,138	Import replacement opportunity in more complex products (percentage)	49

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Organic chemicals	9
Electrical, electronic equipment	8
Optical, photo, technical, medical, etc apparatus	7
Plastics and articles thereof	6
Iron and steel	6
Vehicles other than railway, tramway	4
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Articles of iron or steel	3
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	13
China	9
France	7
Germany	6
Thailand	4
United Kingdom	4
India	3
Rep. of Korea	3
Italy	3
Netherlands	3
Japan	3
Others	28

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	15
Southern Europe	7
Eastern Europe	7
Northern Europe	7
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	18
Edible fruit, nuts, peel of citrus fruit, melons	14

Catalogue of Diversification Opportunities 2022

Cereals	13
Dairy products, eggs, honey, edible animal product nes	10
Animal,vegetable fats and oils, cleavage products, etc	7
Vegetable, fruit, nut, etc food preparations	5
Meat, fish and seafood food preparations nes	4
Cereal, flour, starch, milk preparations and products	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Beverages, spirits and vinegar	3
Milling products, malt, starches, inulin, wheat gluten	3
Residues, wastes of food industry, animal fodder	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Cocoa and cocoa preparations	2
Sum of others with smaller share	7

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

By countries

Country	Percent
China	19
USA	10
Germany	7
United Kingdom	5

By regions

Region	Percent
Asia	40
Western Europe	18
Northern America	12
Northern Europe	10

Catalogue of Diversification Opportunities 2022

Russian Federation	4	Eastern Europe	7
France	4	Southern Europe	6
Netherlands	3	South America	3
Viet Nam	3		
Italy	3		
Rep. of Korea	3		
Others	23		

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3

Catalogue of Diversification Opportunities 2022

	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(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
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
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

Catalogue of Diversification Opportunities 2022

	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8

Catalogue of Diversification Opportunities 2022

	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(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
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1

Catalogue of Diversification Opportunities 2022

	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps nes, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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
	(151490) Canola, rape, colza or mustard oil, fractions, refined, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserved, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160100) Sausages, similar products of meat, meat offal & blood, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9

Catalogue of Diversification Opportunities 2022

	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6

Hungary

Basic statistics

Current diversification (number of products)	16,143	Potential new products more complex (percentage)	86
Potential new products	671	Export opportunity in more complex products (percentage)	79
Potential new products more complex than the country's average	579	Import replacement opportunity in more complex products (percentage)	46

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Pharmaceutical products	17
Machinery & mech appliance etc	16
Inorganic chemicals, precious metal compound, isotopes	10
Organic chemicals	7
Electrical, electronic equipment	7
Optical, photo, technical, medical, etc apparatus	6
Pearls, precious stones, metals, coins, etc	6
Iron and steel	5
Articles of iron or steel	5
Nickel and articles thereof	3
Sum of others with smaller share	17

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

By countries

Country	Percent
USA	20
United Kingdom	10
China	9
Rep. of Korea	6
Germany	5
Japan	4
France	4
China, Hong Kong SAR	3
Canada	3
India	3
Others	19

By regions

Region	Percent
Asia	38
Northern America	22
Western Europe	14
Northern Europe	12
Southern Europe	4
Eastern Europe	4

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Animal,vegetable fats and oils, cleavage products, etc	56
Meat and edible meat offal	19
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	8

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	7
Milling products, malt, starches, inulin, wheat gluten	6
Miscellaneous edible preparations	2
Sugars and sugar confectionery	1

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

By countries

Country	Percent
France	15
Belgium	13
Germany	11
Poland	6
Russian Federation	5
China	5
USA	4
Saudi Arabia	4
Finland	3
Japan	3
Others	13

By regions

Region	Percent
Western Europe	42
Asia	21
Eastern Europe	12
Northern Europe	8
Northern America	6
South America	3

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
	(282520) Lithium oxide and hydroxide, \$12-38	JP 402.5	KR 161.6	ES 3.5	581.8
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$0-195	CN 355.5	PL 4.2	US 2.2	363.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
Organic chemicals	(293490) Heterocyclic compounds, nes, \$777-1397	DE 197	FR 100.5	JP 68.3	463.3
	(290930) Aromatic ethers, derivatives, \$8-43	JP 54.2	KR 16.1	US 13.3	138.2
	(290539) Diols except ethylene and propylene glycol, \$0-1	KR 48	ES 34	IT 15.4	117.3
	(290810) Halogen derivs of phenols or phenol-alcohols, & salts, \$0-6	CN 80.1	KR 21	IN 6	115.6
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$28-69	NL 73.1	CN 22.3	IN 5.3	113.7
Pharmaceutical products	(300220) Vaccines, human use, \$2379-9410	US 3300.4	GB 1484.6	CN 890	6344.2

Catalogue of Diversification Opportunities 2022

Pearls, precious stones, metals, coins, etc	(711029) Palladium in semi-manufactured forms, \$44611-104574	GB 1272.4	CH 320.2	CA 278.8	1947.6
	(710610) Silver powder, \$122-627	GB 57	FR 55.2	HK 24.5	149.0
	(711019) Platinum in semi-manufactured forms, \$31013-71353	DE 39.5	KR 37.7	US 13.4	110.2
	(711420) Gold, silversmith wares, base clad with precious meta, \$33-244	MY 1	GB .6	GR .5	4.4
Iron and steel	(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
	(720221) Ferro-silicon, >55% silicon, \$1-1	JP 270.4	ID 40.6	RU 14.4	367.3
	(720110) Pig iron, non-alloy, <0.5% phosphorus, \$0-1	DE 92.8	KR 54	BY 42.7	288.5
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$1-1	ID 100.2	KR 7.4	MA 6.7	165.1
	(720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 3-4.75mm, nes, \$0-0	ID 65.1	DK 15.7	DE 14.2	113.8
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
	(730519) Pipe (oil/gas line) iron or steel nes, diameter >406m, \$1-8	RO 56.8	IT 33.3	MD 16.5	148.8
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$9-21	EG 57.3	SA 19.7	GB 6.9	92.5

Catalogue of Diversification Opportunities 2022

	(732111) Cooking appliances for gas fuel, etc, iron or steel, \$476-1394	NL 21.9	US 19	SG .6	43.9
	(731581) Chain, stud link, iron or steel, \$0-2	AU 5.5	CL 4	JP 4	25.2
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$0-13	MY 252.7	IN 103.9	FR 78.2	528.7
	(750400) Nickel powders and flakes, \$0-21	CN 105.7	KR 56.3	US 20.2	210.8
	(750220) Nickel unwrought, alloyed, \$13-50	GB 63	US 34.8	IT 16	170.5
	(750712) Tubes and pipe, nickel alloy, \$96-200	US 48.1	CN 28.5	SG 4.3	84.0
	(750620) Plates, sheet, strip and foil, nickel alloy, \$0-22	FR 20.3	US 16.6	CN 8.1	80.5
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(842619) Transporter or bridge cranes, \$2034-50051	US 157.9	IN 100.1	PK 33.6	392.7
	(841810) Combined refrigerator-freezers, two door, \$1081-2714	US 307.3	FI 17.8	HK 9.4	341.4
	(843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$6501-85467	CL 53.3	NL 40.3	FR 30.9	337.6
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0

Catalogue of Diversification Opportunities 2022

	(853630) Electrical circuit protectors nes for < 1,000 volts, \$242-307	CN 141.6	JP 52.4	FR 9.6	219.1
	(850163) AC generators, of an output 375-750 kVA, \$309-8228	KR 156.8	US 4.3	VN 3.5	176.2
	(851631) Electric hair dryers, \$92-273	CN 136	IT 6.1	ES 2.4	150.3
Optical, photo, technical, medical, etc apparatus	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6
	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3
	(901320) Lasers, other than laser diodes, \$5888-14524	US 378.7	TH 10	MY 8.9	408.6
	(900390) Parts of frames and mountings for spectacles etc, \$298-681	IT 87.3	FR 26.7	CN 24.4	161.4
	(901841) Dental drill engines, \$0-56	PL 7.8	RU 3.9	ES 2.5	26.5

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	(020442) Sheep cuts, bone in, frozen, \$5-12	SA 19.8	JP 11.1	NL 9.6	90.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030191) Trout, live, \$3-12	FR 16.9	DE 3.7	IE 1	23.6
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9

Catalogue of Diversification Opportunities 2022

	(030619) Crustaceans nes, frozen,, \$143-297	FI .1	JP 0	KR 0	0.1
Cereals	(100810) Buckwheat, \$2-5	SE .1	QA .1	DK .1	0.7
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$0-1	FI 13.5	GB 3.7	US 2.8	30.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(120925) Seed, rye grass, for sowing, \$5-11	US .3	NZ .1	LU 0	0.5
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
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$5-10	KR 1.6	NL 1.2	CN 1	11.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
	(170230) Glucose, glucose syrup < 20% fructose, \$2-5	ES .6	BE .5	JP .5	3.2
Vegetable, fruit, nut, etc food preparations	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31	FI .3	CN .3	JP .1	1.0
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8

Iceland

Basic statistics

Current diversification (number of products)	4,596	Potential new products more complex (percentage)	68
Potential new products	4,210	Export opportunity in more complex products (percentage)	37
Potential new products more complex than the country's average	2,858	Import replacement opportunity in more complex products (percentage)	36

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Iron and steel	10
Organic chemicals	9
Vehicles other than railway, tramway	7
Plastics and articles thereof	6
Electrical, electronic equipment	5
Optical, photo, technical, medical, etc apparatus	4
Inorganic chemicals, precious metal compound, isotopes	4
Miscellaneous chemical products	3
Paper & paperboard, articles of pulp, paper and board	2
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	11
China	10
Germany	6
France	6
United Kingdom	4
Thailand	4
Netherlands	3
Italy	3
India	3
Japan	3
Rep. of Korea	3
Others	29

By regions

Region	Percent
Asia	39
Western Europe	19
Northern America	13
Southern Europe	7
Eastern Europe	7
Northern Europe	7
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
Meat and edible meat offal	26
Cereals	17

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	8
Dairy products, eggs, honey, edible animal products	8
Oil seed, oleaginous fruits, grain, seed, fruit, etc.	6
Animal, vegetable fats and oils, cleavage products, etc	6
Cereal, flour, starch, milk preparations and products	5
Milling products, malt, starches, inulin, wheat gluten	4
Beverages, spirits and vinegar	4
Cocoa and cocoa preparations	3
Vegetable, fruit, nut, etc food preparations	3
Sugars and sugar confectionery	3
Residues, wastes of food industry, animal fodder	2
Meat, fish and seafood food preparations	2
Sum of others with smaller share	4

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

By countries

Country	Percent
China	24
Germany	8
USA	7
Viet Nam	4

By regions

Region	Percent
Asia	47
Western Europe	17
Northern America	9
Northern Europe	7

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	4	Eastern Europe	6
United Kingdom	4	Southern Europe	5
Netherlands	3	South America	3
Rep. of Korea	3		
France	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	
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8

Catalogue of Diversification Opportunities 2022

Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$0-2	FR 71.3	BE 60.9	GB 50.8	316.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-0	FR 98.3	CZ 32.1	MY 22.8	290.9
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
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
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0

Catalogue of Diversification Opportunities 2022

	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(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
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
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
	(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
	(870190) Wheeled tractors nes, \$0-9592	ES 57.4	BE 39.3	SE 34.1	389.6
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
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4

Catalogue of Diversification Opportunities 2022

	(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
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
Dairy products, eggs, honey, edible animal product nes	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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

Catalogue of Diversification Opportunities 2022

	(040490) Natural milk products, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(081320) Prunes, dried, \$2-6	GB 14.3	IT 3.1	NL 2.6	34.9
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3

Catalogue of Diversification Opportunities 2022

	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(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
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
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
	(151930) Industrial fatty alcohols, \$0-1	BE 57.9	FR 48.7	DE 38.4	224.8
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
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
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5

Catalogue of Diversification Opportunities 2022

	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8

Catalogue of Diversification Opportunities 2022

	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
Vegetable, fruit, nut, etc food preparations	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$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 for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

India

Basic statistics

Current diversification (number of products)	21,147	Potential new products more complex (percentage)	73
Potential new products	479	Export opportunity in more complex products (percentage)	51
Potential new products more complex than the country's average	349	Import replacement opportunity in more complex products (percentage)	13

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Nickel and articles thereof	33
Machinery & mech appliance etc	13
Vehicles other than railway, tramway	11
Meat and edible meat offal	8
Railway, tramway locomotives, rolling stock, equipment	6
Organic chemicals	6
Iron and steel	3
Electrical, electronic equipment	3
Live animals	3
Optical, photo, technical, medical, etc apparatus	2
Sum of others with smaller share	12

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

By countries

Country	Percent
USA	14
Germany	13
China	12
Singapore	5
Netherlands	5
Japan	5
United Kingdom	5
Italy	4
Rep. of Korea	4
Others	18

By regions

Region	Percent
Asia	31
Western Europe	24
Northern America	15
Northern Europe	10
Southern Europe	7
Eastern Europe	6

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	62
Live animals	21
Animal,vegetable fats and oils, cleavage products, etc	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3

Catalogue of Diversification Opportunities 2022

Milling products, malt, starches, inulin, wheat gluten	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Meat, fish and seafood food preparations nes	2
Dairy products, eggs, honey, edible animal product nes	2
Products of animal origin, nes	1

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

By countries

Country	Percent
Japan	21
Germany	8
Singapore	6
Netherlands	6
United Kingdom	6
Austria	5
Italy	5
Hungary	4
Slovakia	3
Czechia	3
USA	3
Others	14

By regions

Region	Percent
Asia	34
Western Europe	24
Eastern Europe	15
Northern Europe	11
Southern Europe	10
Northern America	4

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		
Live animals	(010392) Swine, live except pure-bred breeding > 50 kg, \$165-223	DE 86	GB 56.8	HU 48	300.7	
	(010391) Swine, live except pure-bred breeding < 50 kg, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8	
	(010519) Poultry, live except domestic fowls, < 185 grams, \$82-285	CD 0	CL 0	SC 0	0.0	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3	
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6	
	(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	
	(021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14	US 9.1	DE 7.9	JP 5	42.6	
	Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
		(291030) 1-chloro-2,3-epoxypropane(epichlorohydrin), \$0-1	IN 81	KR 55.3	US 25.9	203.1
(290124) Buta-1, 3-diene and isoprene, \$0-0		GB 30.1	PL 29.4	NL 19.2	96.3	
(290541) Trimethylolpropane, \$1-3		US 13.9	DE 5.9	ES .9	22.8	

Catalogue of Diversification Opportunities 2022

	(290612) Cyclohexanol,methylcyclohexanol, dimethylcyclohexanol, \$34-82	CH .6	IT .2	CZ .2	1.2
Iron and steel	(721039) Flat rolled iron or non-alloy steel, electro plate/zinc,w >600mm, nes, \$0-0	CN 152.9	PL 29.7	IN 18.5	317.5
	(722210) Stainless steel bar nfw than hot rolled/drawn/extrude, \$9-17	BR 8.6	GB 4.8	KR 3.2	23.9
	(722710) Bar/rod, of high speed steel, irregular coils, \$14-32	CN 6.3	JM 2.1	GY .4	9.0
	(722620) Flat rolled high speed steel <600mm wide, \$5-24	IN 1.8	KR .6	VN .5	4.5
	(721090) Flat rolled iron or non-alloy steel, clad/plated/coated, w >600mm, nes, \$17-89	AE 1.6	DO .2	RW .2	2.5
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$13-16	CN 985.7	US 879.2	DE 461.3	3935.8
	(750711) Tubes and pipe, nickel, not alloyed, \$76-153	FR .5	BR .2	AE .1	1.1
	(750110) Nickel mattes, \$45-258	US 0	PT 0	NO 0	0.1
Machinery & mech appliance etc	(847590) Parts of hot glass working machines, \$453-1067	BE 163.7	KR 67.5	CZ 18.9	261.6
	(842691) Cranes designed for mounting on road vehicles, \$35478-75354	GB 129.6	DE 45.7	CA 33.9	258.4
	(845610) Laser, light and photon beam process machine tools, \$69556-169045	US 90.9	AU 14.1	CA 10.5	151.9
	(846021) Num controlled grinding machines nes, accuracy 0.01mm, \$226453-560578	US 60.9	IN 17.4	SE 6.9	123.6
	(844400) Machines to extrude, draw, cut manmade textile fibres, \$758441-2720375	TR 62.3	CN 26.3	BG 5.4	101.7
Electrical, electronic equipment	(851710) Telephone sets, \$343-1178	SK 83.1	US .2	IN .2	84.1

Catalogue of Diversification Opportunities 2022

	(852732) Radio-telephony etc receivers, nes, \$0-16	NL 11.5	CA 9.9	GB 6.8	39.5
	(850910) Domestic vacuum cleaners, \$366-813	DE 12	CZ 5.2	SG 5	35.3
	(852290) Parts and accessories of recorders except cartridges, \$163-358	HU 7.1	FR 6.9	BE 4.6	26.8
	(851090) Parts of shavers/hair clippers, electric, \$148-327	FR 6.9	PL 6.4	NL 2.6	25.5
Railway, tramway locomotives, rolling stock, equipment	(860310) Self-propelled railway cars, external electric power, \$8067868-1.22e+07	DE 337.9	AU 133.7	SE 46.6	643.9
	(860800) Signals etc for rail, tram, waterway, port, airfield, \$48-106	KE 11.8	US 5.6	MU 4.6	45.9
	(860730) Coupling devices, parts for railway rolling stock, \$38-87	US 8.4	FR 6.8	KE 3.2	24.8
	(860791) Railway locomotive parts nes, \$77-169	SA 3.6	PL 1.5	SN .9	11.3
Vehicles other than railway, tramway	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2
	(870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331	US 198.4	SE 10.8	NO 8.1	248.5
	(870510) Mobile cranes, \$229543-522897	PL 22.9	ES 8.8	LU 6.4	69.5
	(870540) Mobile concrete mixers, \$0-26877	DO 9.1			9.1
	(870310) Snowmobiles, golf cars, similar vehicles, \$0-2650	DO 4.9			4.9
Optical, photo, technical, medical, etc apparatus	(902920) Speed indicators, tachometers, stroboscopes, \$731-1479	CA 73.8	CN 1.1	SG .6	77.3

Catalogue of Diversification Opportunities 2022

	(900290) Mounted lenses, prisms, mirrors, optical elements nes, \$1833-4151	CN 44.6	FR 3	CH 1.9	58.1
	(901910) Massage and psychological aptitude-test apparatus, \$152-206	DE 14.2	BE 3.5	ES 1.4	24.8
	(901090) Parts and accessories for photo laboratory equipment, \$477-1448	TN 9	KR 7.5	CN 3.7	21.2
	(902221) Medical apparatus using alpha, beta or gamma radiatio, \$1144373-1667840	IN 12.7	BO 3.3	KW 1.1	17.2

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	(010392) Swine, live except pure-bred breeding > 50 kg, \$165-223	DE 86	GB 56.8	HU 48	300.7
	(010391) Swine, live except pure-bred breeding < 50 kg, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8
	(010519) Poultry, live except domestic fowls, < 185 grams, \$82-285	CD 0	CL 0	SC 0	0.0
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(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

Catalogue of Diversification Opportunities 2022

	(021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14	US 9.1	DE 7.9	JP 5	42.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030191) Trout, live, \$3-12	FR 16.9	DE 3.7	IE 1	23.6
	(030222) Plaice, fresh or chilled, whole, \$3-7	GB .6	FR .3	BE .2	1.1
	(030759) Octopus, frozen, dried, salted or in brine, \$23-26	SG .3	MY .1	FR 0	0.4
Dairy products, eggs, honey, edible animal product nes	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
	(040891) Eggs, bird, not in shell, dried, \$6-10	GB 1	IT .9	NL .8	4.7
	(040819) Egg yolks except dried, \$23-44	BE 0	LS 0	FI 0	0.0
Products of animal origin, nes	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
	(051110) Semen bovine, \$37845-63374	MY .1	BY .1	PY 0	0.2
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$14-49	CN .6	DK .2	DE .1	1.0
	(060230) Rhododendrons and azaleas, \$5-9	SE .4	DK .1	HU .1	0.6
Cereals	(100110) Durum wheat, \$34-77	CZ .3	PL 0	FI 0	0.3
Milling products, malt, starches, inulin, wheat gluten	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151521) Maize oil crude, \$0-2	SG 21.9	TR 16.8	MY 8.8	70.3
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
	(151521) Maize oil crude, \$5-7	SA 0	LV 0	NL 0	0.0
Meat, fish and seafood food preparations nes	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
	(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	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$10-17	SA 0	TG 0	ET 0	0.1
Miscellaneous edible preparations	(210210) Yeasts, active, \$1336+	KZ 0	CH 0	EG 0	0.1

Indonesia

Basic statistics

Current diversification (number of products)	14,113	Potential new products more complex (percentage)	87
Potential new products	1,267	Export opportunity in more complex products (percentage)	46
Potential new products more complex than the country's average	1,097	Import replacement opportunity in more complex products (percentage)	50

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Vehicles other than railway, tramway	19
Organic chemicals	11
Machinery & mech appliance etc	10
Pharmaceutical products	9
Iron and steel	7
Nickel and articles thereof	6
Inorganic chemicals, precious metal compound, isotopes	5
Arms and ammunition, parts and accessories thereof	3
Electrical, electronic equipment	3
Meat and edible meat offal	3
Sum of others with smaller share	25

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

By countries

Country	Percent
USA	16
China	10
Germany	8
France	6
Italy	5
United Kingdom	5
Thailand	4
Switzerland	3
Netherlands	3
Japan	3
Singapore	3
Others	21

By regions

Region	Percent
Asia	32
Western Europe	23
Northern America	18
Southern Europe	8
Northern Europe	8
Eastern Europe	6

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	28
Fish, crustaceans, molluscs, aquatic invertebrates nes	19

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	13
Cereals	9
Live animals	7
Dairy products, eggs, honey, edible animal product nes	6
Milling products, malt, starches, inulin, wheat gluten	5
Meat, fish and seafood food preparations nes	4
Animal,vegetable fats and oils, cleavage products, etc	2
Edible vegetables and certain roots and tubers	2
Residues, wastes of food industry, animal fodder	1
Lac, gums, resins, vegetable saps and extracts nes	1
Miscellaneous edible preparations	1
Vegetable, fruit, nut, etc food preparations	1

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

By countries

Country	Percent
Germany	20
France	9
China, Hong Kong SAR	7
Italy	5
USA	5

By regions

Region	Percent
Western Europe	37
Asia	25
Eastern Europe	10
Southern Europe	10
Northern Europe	8

Catalogue of Diversification Opportunities 2022

China	5	Northern America	6
Poland	4		
Spain	4		
Japan	4		
Belgium	3		
United Kingdom	3		
Netherlands	3		
Others	18		

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	
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3

Catalogue of Diversification Opportunities 2022

Inorganic chemicals, precious metal compound, isotopes	(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, \$0-195	CN 355.5	PL 4.2	US 2.2	363.7
	(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
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9

Catalogue of Diversification Opportunities 2022

	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300239) Vaccines, veterinary use, except foot and mouth, \$252-563	NL 67.2	IT 60.9	JP 39.2	410.9
Iron and steel	(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
	(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
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(720221) Ferro-silicon, >55% silicon, \$1-1	JP 270.4	ID 40.6	RU 14.4	367.3
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$13-16	CN 985.7	US 879.2	DE 461.3	3935.8
	(750210) Nickel unwrought, not alloyed, \$0-13	MY 252.7	IN 103.9	FR 78.2	528.7
	(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
	(750512) Bars, rods and profiles, nickel alloy, \$60-115	VN 22.9	ES 20.3	IL 18.7	71.0
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2

Catalogue of Diversification Opportunities 2022

	(843311) Mowers, powered, lawn, with horizontal cutting device, \$118-829	US 152.3	DE 127.9	PL 56.8	494.6
	(842619) Transporter or bridge cranes, \$2034-50051	US 157.9	IN 100.1	PK 33.6	392.7
	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(843410) Milking machines, \$673-51879	DE 109	FR 68.7	NL 30.2	374.1
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
	(850153) AC motors, multi-phase, of an output > 75 kW, \$17560-40915	DE 107.2	CH 38.9	PL 25.1	229.4
	(850163) AC generators, of an output 375-750 kVA, \$309-8228	KR 156.8	US 4.3	VN 3.5	176.2
	(850213) Generating sets, diesel, output > 375 kVA, \$87805-173310	PK 39.5	IT 12.3	GB 11.3	145.4
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$86409-165647	US 1631.8	CN 373.6	GB 296.1	3157.7
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2

Catalogue of Diversification Opportunities 2022

	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
Arms and ammunition, parts and accessories thereof	(930690) Munitions of war, ammunition/projectiles and parts, \$12-71	TH 2113.9	PH 55.8	AO 44.4	2419.3
	(930621) Cartridges, shotgun, \$5-24	NE 22	NP 4.5	ES 3.8	53.1
	(930390) Signal pistols, etc, humane killers, etc, \$51-909	TH 35.3	IN 3.7	AU 1.4	43.2
	(930330) Rifles, sporting, hunting or target-shooting, nes, \$390-976	BE 4.7	RU 4.6	NZ 4.4	40.7
	(930630) Cartridges nes, parts thereof, \$0-17	DE 9.8	NL 7.8	FR 6.5	39.6

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
	(010119) Horses, live except pure-bred breeding, \$289056-424711	US 4	HK 1.3	LU .6	6.2
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1

Catalogue of Diversification Opportunities 2022

	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$0-7	FR 590.9	IT 288.8	DE 258.9	1625.0
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
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
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$3-5	SG 5.6	ID 4.8	NZ 3.2	34.4
	(041000) Edible products of animal origin nes, \$0-5	NL 9.7	GB 5.7	TH 5.2	25.5
	(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
	(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
	(070970) Spinach fresh or chilled, \$5-11	DK .8	DO .3	HK .2	2.3

Catalogue of Diversification Opportunities 2022

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
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Milling products, malt, starches, inulin, wheat gluten	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(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	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(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	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151521) Maize oil crude, \$0-2	SG 21.9	TR 16.8	MY 8.8	70.3
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2	SE 12.1	FR 11.2	PH 7.1	64.0
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$3-7	KR 2.8	MA 1.4	CN 1.1	8.8
	(150590) Derivatives of wool grease (including lanolin), \$6-16	TH 1.2	NL .7	DE .6	6.8
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
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(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
Vegetable, fruit, nut, etc food preparations	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200840) Pears, otherwise prepared or preserved, \$1-2	US 6.2	CA 4.5	BE 1.7	17.4
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal fee, \$0-0	MY 19.3	MM 17.9	US 10.4	108.5

Iran

Basic statistics

Current diversification (number of products)	6,701	Potential new products more complex (percentage)	78
Potential new products	3,298	Export opportunity in more complex products (percentage)	56
Potential new products more complex than the country's average	2,557	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
Vehicles other than railway, tramway	12
Organic chemicals	11
Machinery & mech appliance etc	10
Electrical, electronic equipment	8
Optical, photo, technical, medical, etc apparatus	5
Iron and steel	5
Plastics and articles thereof	4
Miscellaneous chemical products	4
Inorganic chemicals, precious metal compound, isotopes	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	35

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

By countries

Country	Percent
China	11
USA	11
Germany	6
France	5
United Kingdom	4
Thailand	4
Rep. of Korea	4
Netherlands	3
Japan	3
Russian Federation	3
Italy	3
India	3
Others	27

By regions

Region	Percent
Asia	40
Western Europe	18
Northern America	13
Northern Europe	8
Eastern Europe	7
Southern 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
Meat and edible meat offal	37

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	12
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	9
Fish, crustaceans, molluscs, aquatic invertebrates nes	8
Cereal, flour, starch, milk preparations and products	7
Dairy products, eggs, honey, edible animal product nes	5
Meat, fish and seafood food preparations nes	4
Cocoa and cocoa preparations	4
Beverages, spirits and vinegar	3
Residues, wastes of food industry, animal fodder	3
Vegetable, fruit, nut, etc food preparations	2
Miscellaneous edible preparations	1
Lac, gums, resins, vegetable saps and extracts nes	1
Milling products, malt, starches, inulin, wheat gluten	1
Sum of others with smaller share	3

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

By countries

Country	Percent
China	33
Germany	8
USA	7

By regions

Region	Percent
Asia	49
Western Europe	14
Northern Europe	12

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	5	Northern America	8
United Kingdom	4	Eastern Europe	5
Rep. of Korea	3	Southern Europe	4
Others	19	South America	3

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(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

Catalogue of Diversification Opportunities 2022

	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
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
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
	(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

Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1
	(481091) Paper, multi-ply, clay coated, nes, \$0-0	FR 98.3	CZ 32.1	MY 22.8	290.9
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(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
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
	(721090) Flat rolled iron or non-alloy steel, clad/plated/coated, w >600mm, nes, \$1-5	DE 205.5	TH 36.9	US 28.5	389.7
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
	(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
	(842720) Self-propelled works trucks, non-electric, \$0-12020	CA 431.8	NL 50.3	ES 44.8	659.1

Catalogue of Diversification Opportunities 2022

	(842911) Bulldozers and angledozers, crawler type, \$49187-176728	RU 261.4	SA 83.1	JP 40.3	598.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850213) Generating sets, diesel, output > 375 kVA, \$30802-87805	EG 73	NG 44.1	JP 42.1	495.9
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$86409-165647	US 1631.8	CN 373.6	GB 296.1	3157.7
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
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, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

Catalogue of Diversification Opportunities 2022

	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4
	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8

Catalogue of Diversification Opportunities 2022

	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
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
	(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
	(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
Milling products, malt, starches, inulin, wheat gluten	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110412) Oats, rolled or flaked grains, \$2-4	HK 16.2	SA 11.6	US 1.8	34.3
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
	(110423) Maize (corn), hulled, pearled, sliced or kibbled, \$0-1	US 3.2	BE .9	PL .8	7.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3

Catalogue of Diversification Opportunities 2022

	(120500) Rape or colza seeds, \$8-21	FR 8.8	EE 2.8	BY 2.1	23.1
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(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	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
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
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3

Catalogue of Diversification Opportunities 2022

	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(190540) Rusks, toasted bread and similar toasted products, \$4-9	MU 2.2	US 1.2	CN .5	7.4
Vegetable, fruit, nut, etc food preparations	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200990) Mixtures of juices not fermented or spirited, \$8-24	DE 14.4	AF 6.6	AT 1.7	27.4

Catalogue of Diversification Opportunities 2022

		(200830) Citrus fruits, otherwise prepared or preserved, \$0-1	FR 6.8	CN .8	ES .8	12.5
Miscellaneous preparations	edible	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
		(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2
		(210130) Chicory & other coffee substitutes, roasted & product, \$3-14	DE 4	IT 2.2	RU 1.9	15.1
		(210310) Soya sauce, \$4-8	FR 4.4	ES .6	GB .5	8.8
		(210330) Mustard flour or meal and prepared mustard, \$4-7	US 2.9	JP 1.3	GR .7	8.2
Beverages, spirits and vinegar		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Residues, wastes of food industry, animal fodder		(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
		(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
		(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
		(230240) Cereal bran, sharps, residue except maize, wheat, rice, \$0-3	CN 4.1	DE 1.5	LU 1.3	12.6

Iraq

Basic statistics

Current diversification (number of products)	1,608	Potential new products more complex (percentage)	80
Potential new products	4,201	Export opportunity in more complex products (percentage)	55
Potential new products more complex than the country's average	3,345	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
Ores, slag and ash	15
Machinery & mech appliance etc	11
Electrical, electronic equipment	7
Plastics and articles thereof	6
Pharmaceutical products	5
Iron and steel	5
Organic chemicals	4
Optical, photo, technical, medical, etc apparatus	4
Vehicles other than railway, tramway	3
Articles of iron or steel	3
Sum of others with smaller share	36

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

By countries

Country	Percent
China	22
USA	11
Germany	6
France	6
Netherlands	3
Japan	3
Italy	3
Thailand	3
United Kingdom	3
Others	23

By regions

Region	Percent
Asia	46
Western Europe	17
Northern America	13
Southern Europe	6
Eastern Europe	6
Northern Europe	5
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
Dairy products, eggs, honey, edible animal product nes	16
Cereal, flour, starch, milk preparations and products	8
Vegetable, fruit, nut, etc food preparations	7

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Animal,vegetable fats and oils, cleavage products, etc	6
Edible vegetables and certain roots and tubers	5
Meat, fish and seafood food preparations nes	5
Cocoa and cocoa preparations	4
Miscellaneous edible preparations	4
Live trees, plants, bulbs, roots, cut flowers etc	3
Cereals	3
Meat and edible meat offal	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	15
Germany	9
United Kingdom	7
France	7
China	6
Japan	4

By regions

Region	Percent
Asia	31
Western Europe	23
Northern America	16
Northern Europe	13
Eastern Europe	7
Southern Europe	6

Catalogue of Diversification Opportunities 2022

Russian Federation	4
Netherlands	4
Italy	3
China, Hong Kong SAR	3
Others	23

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9

Catalogue of Diversification Opportunities 2022

	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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

Catalogue of Diversification Opportunities 2022

Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9

Catalogue of Diversification Opportunities 2022

	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
Vehicles other than railway, tramway	(870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866	SA 2774.6	FR 1101.6	DE 545.5	7194.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514	IT 273.4	ES 175.9	CO 73.3	1238.7
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4

Catalogue of Diversification Opportunities 2022

	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(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	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4

Catalogue of Diversification Opportunities 2022

	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120930) Seed, flower, for sowing, \$26-656	DE 14.6	NL 9.8	US 6.2	35.8
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Cocoa and cocoa preparations	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinegar, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4

Catalogue of Diversification Opportunities 2022

Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
		(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Residues, wastes of food industry, animal fodder		(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
		(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
		(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
		(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Ireland

Basic statistics

Current diversification (number of products)	14,789	Potential new products more complex (percentage)	75
Potential new products	1,210	Export opportunity in more complex products (percentage)	52
Potential new products more complex than the country's average	903	Import replacement opportunity in more complex products (percentage)	33

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	18
Iron and steel	14
Vehicles other than railway, tramway	11
Electrical, electronic equipment	6
Organic chemicals	6
Pulp of wood, fibrous cellulosic material, waste etc	6
Paper & paperboard, articles of pulp, paper and board	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Inorganic chemicals, precious metal compound, isotopes	2
Rubber and articles thereof	2
Sum of others with smaller share	27

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

By countries

Country	Percent
USA	12
China	8
France	7
Germany	5
India	4
Malaysia	3
Thailand	3
United Kingdom	3
Italy	3
Japan	3
Netherlands	3
Others	30

By regions

Region	Percent
Asia	38
Western Europe	18
Northern America	15
Northern Europe	7
Southern Europe	7
Eastern 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
Fish, crustaceans, molluscs, aquatic invertebrates nes	75
Animal,vegetable fats and oils, cleavage products, etc	12

Catalogue of Diversification Opportunities 2022

Cereals	4
Dairy products, eggs, honey, edible animal products	3
Milling products, malt, starches, inulin, wheat gluten	3
Edible fruit, nuts, peel of citrus fruit, melons	1
Meat, fish and seafood food preparations	1

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

By countries

Country	Percent
France	31
Germany	15
Italy	14
Poland	8
Spain	5
USA	4
Belgium	3
Brazil	3
United Arab Emirates	3
Others	3

By regions

Region	Percent
Western Europe	49
Southern Europe	20
Eastern Europe	12
Asia	7
Northern Europe	5
Northern America	4
South America	3

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$0-7	FR 590.9	IT 288.8	DE 258.9	1625.0
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0
Inorganic chemicals, precious metal compound, isotopes	(283311) Disodium sulphate, \$0-0	BR 48.1	CZ 9.7	GT 6.9	115.6
	(283324) Nickel sulphates, \$3-7	JP 56.7	CA 17.9	MY 7.2	101.8
	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(280469) Silicon, <99.99% pure, \$0-1	BH 23.4	AE 17.9	PL 10.9	77.3
	(283324) Nickel sulphates, \$0-3	BE 45.1	AU 11.2	PH 3.7	61.8
Organic chemicals	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(290243) P-xylene, \$0-21	PT 150.7	BR 56.5	IN 39.6	305.0
	(290930) Aromatic ethers, derivatives, \$8-43	JP 54.2	KR 16.1	US 13.3	138.2
	(294130) Tetracyclines, derivatives, in bulk, salts, \$0-34	US 49.8	BR 26.3	JP 9.9	114.5
	(292410) Acyclic amides, derivatives, salts thereof, \$0-3	FR 45.5	US 28.8	NL 7.7	109.0

Catalogue of Diversification Opportunities 2022

Rubber and articles thereof	(400220) Butadiene rubber (BR), \$1-2	TH 50.6	DE 43.3	HU 41.5	290.8
	(400220) Butadiene rubber (BR), \$0-1	IN 70.3	VN 24.6	LU 14.6	156.8
	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$2-5	IN 26.2	TH 20	SG 17.3	144.6
	(400270) Ethylene-propylene-non-conj diene rubber (EPDM), \$0-2	MY 25	PL 13.9	SK 7.6	84.5
	(400299) Synthetic rubber, factice except latex from oils, nes, \$0-2	VN 35.9	KR 11.7	NL 5.1	79.8
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
	(470730) Waste or scrap of paper or board of mechanical pulp, \$3-17	ES .4	IT 0	NO 0	0.6
Paper & paperboard, articles of pulp, paper and board	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(481091) Paper, multi-ply, clay coated, nes, \$0-0	FR 98.3	CZ 32.1	MY 22.8	290.9
	(481021) Paper, fine, light weight coated, \$0-0	FR 100.8	GB 17.8	AT 17.2	199.5
	(480441) Paper, kraft, 150-225 g/m2, unbleached,uncoated nes, \$0-2	CN 46.7	CA 35.9	DE 20	158.5
	(480510) Paper, fluting, in rolls, semi-chemical, uncoated, \$0-0	ES 28.5	CN 21.6	SA 20.1	122.5
Iron and steel	(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

Catalogue of Diversification Opportunities 2022

	(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
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(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
Machinery & mech appliance etc	(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
	(842619) Transporter or bridge cranes, \$2034-50051	US 157.9	IN 100.1	PK 33.6	392.7
	(847710) Injection-moulding machines for rubber or plastic, \$0-10602	ES 90.2	IN 52.9	MY 26	282.5
	(845121) Drying machines, capacity <10 kg, except washer-drier, \$0-338	IT 47	US 42.3	FR 28.5	243.5
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
	(854190) Parts of semiconductor devices and similar devices, \$428-613	CN 197.8	FR 3.7	IT .7	204.0
	(850163) AC generators, of an output 375-750 kVA, \$309-8228	KR 156.8	US 4.3	VN 3.5	176.2
	(854020) Television camera tubes and other photo-cathode tubes, \$197-2008	US 76.4	GR 17	GB 7.8	112.8

Catalogue of Diversification Opportunities 2022

Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$86409-165647	US 1631.8	CN 373.6	GB 296.1	3157.7
	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2
	(870290) Buses except diesel powered, \$10429-82069	US 117.3	AE 50.5	IL 22.5	370.0
	(870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331	US 198.4	SE 10.8	NO 8.1	248.5
	(870530) Fire fighting vehicles, \$38798-344786	DE 20.8	AE 16.5	GB 14.4	215.4

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$0-7	FR 590.9	IT 288.8	DE 258.9	1625.0
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0
Dairy products, eggs, honey, edible animal product nes	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2
Edible fruit, nuts, peel of citrus fruit, melons	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$0-5	RU 8.9	AE 4.9	SE 1.7	21.7
Cereals	(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, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121220) Seaweeds and other algae,, \$31-71	MD 0	WS 0	NG 0	0.0
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
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
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$2-4	GB .5	HK .3	SG .2	2.0
Meat, fish and seafood food preparations nes	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6

Israel

Basic statistics

Current diversification (number of products)	13,630	Potential new products more complex (percentage)	72
Potential new products	1,849	Export opportunity in more complex products (percentage)	48
Potential new products more complex than the country's average	1,335	Import replacement opportunity in more complex products (percentage)	35

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Iron and steel	19
Machinery & mech appliance etc	14
Organic chemicals	7
Vehicles other than railway, tramway	5
Inorganic chemicals, precious metal compound, isotopes	5
Articles of iron or steel	4
Pulp of wood, fibrous cellulosic material, waste etc	4
Pharmaceutical products	4
Meat and edible meat offal	4
Mineral fuels, oils, distillation products, etc	2
Sum of others with smaller share	32

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

By countries

Country	Percent
USA	9
China	7
France	6
Germany	5
Italy	4
Rep. of Korea	4
United Kingdom	4
Japan	4
Canada	3
Spain	3
Netherlands	3
Belgium	3
Russian Federation	3
Thailand	3
Others	30

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	12
Southern Europe	9
Eastern Europe	9
Northern Europe	7

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	51
Dairy products, eggs, honey, edible animal product nes	11
Animal,vegetable fats and oils, cleavage products, etc	10
Meat, fish and seafood food preparations nes	7
Milling products, malt, starches, inulin, wheat gluten	7
Products of animal origin, nes	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Residues, wastes of food industry, animal fodder	2

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

By countries

Country	Percent
Japan	10
Germany	8
France	6
Netherlands	5
China	5
China, Hong Kong SAR	5

By regions

Region	Percent
Asia	32
Western Europe	28
Northern Europe	11
Eastern Europe	11
Southern Europe	8
Northern America	6

Catalogue of Diversification Opportunities 2022

United Kingdom	5
Italy	4
Austria	4
Canada	4
USA	3
Belgium	3
Denmark	3
Others	22

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Mineral fuels, oils, distillation products, etc	(270400) Coke, semi-coke of coal, lignite, peat & retort carbo, \$0-0	KZ 232.3	GB 149.8	ID 138.3	862.4

Catalogue of Diversification Opportunities 2022

	(270400) Coke, semi-coke of coal, lignite, peat & retort carbo, \$0-0	IT 122.2	SE 80.8	RO 40.2	372.2
	(271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0	BE 188.5	HU 30.8	CZ 17.3	259.9
	(270111) Anthracite, not agglomerated, \$0-0	ID 76.9	FR 28	US 7.8	144.2
	(271220) Paraffin wax containing <0.75% oil, \$0-1	DO 15.5	FR 11.1	CN 6.2	74.3
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
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(283691) Lithium carbonates, \$0-11	CN 80.3	NL 75.5	JP 40.3	222.0
	(281830) Aluminium hydroxide, \$0-0	GB 32.8	ES 19.1	FR 8.7	132.4
Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(290250) Styrene, \$1-2	KR 186.6	TH 56.9	FI 45.5	399.2
	(291712) Adipic acid, its salts & esters, \$1-4	CA 121.8	JP 34.9	ES 23.5	208.7
	(292219) Amino-alcohols nes, their ethers and esters, salts, \$0-4	FR 71.9	CN 43.9	AE 11.3	165.8
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5

Catalogue of Diversification Opportunities 2022

	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
	(300660) Contraceptive preps based on hormones or spermicides, \$277-610	GB 45.3	DE 44.5	HU 18.7	191.2
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$1083-2699	CN 9.8	FR 2.3	GB 1.8	25.1
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
	(470500) Semi-chemical wood pulp, \$0-0	EG 114.5	NL 27.5	DE 15.8	178.3
	(470692) Chemical pulps of other fibrous material, \$0-3	AT 14.7	DE 4.7	IT 4.5	40.9
Iron and steel	(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
	(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
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
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

Catalogue of Diversification Opportunities 2022

	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
	(730539) Pipes nes, iron/steel, welded nes, diameter >406.4mm, \$0-3	CA 30.4	MA 18.3	SA 16.7	189.6
	(730519) Pipe (oil/gas line) iron or steel nes, diameter >406m, \$1-8	RO 56.8	IT 33.3	MD 16.5	148.8
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
	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9
	(845811) Horizontal numerically controlled metal work lathes, \$20585-118730	RU 124.9	IN 48.1	PL 46.3	373.6
Vehicles other than railway, tramway	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(870290) Buses except diesel powered, \$10429-82069	US 117.3	AE 50.5	IL 22.5	370.0

Catalogue of Diversification Opportunities 2022

	(871150) Motorcycles, spark ignition engine of > 800 cc, \$11548-21728	GB 47.9	SG 45.4	DE 42.1	240.2
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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	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(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

Catalogue of Diversification Opportunities 2022

	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2
	(040229) Milk and cream powder sweetened < 1.5% fat, \$7-14	IT 16.5	CN 3.9	AU 3.1	33.4
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(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
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0
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
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6

Catalogue of Diversification Opportunities 2022

	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
	(170199) Refined sugar, in solid form, nes, pure sucrose, \$6-25	SA .8	FR .7	IN .7	3.8
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
Miscellaneous edible preparations	(210210) Yeasts, active, \$513-1336	FI .8	PL 0	RS 0	1.0
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

Italy

Basic statistics

Current diversification (number of products)	26,220	Potential new products more complex (percentage)	89
Potential new products	297	Export opportunity in more complex products (percentage)	57
Potential new products more complex than the country's average	264	Import replacement opportunity in more complex products (percentage)	88

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	33
Machinery & mech appliance etc	11
Plastics and articles thereof	10
Railway, tramway locomotives, rolling stock, equipment	9
Inorganic chemicals, precious metal compound, isotopes	8
Vehicles other than railway, tramway	8
Photographic or cinematographic goods	5
Copper and articles thereof	3
Optical, photo, technical, medical, etc apparatus	3
Live animals	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	18
France	9
Italy	8
United Kingdom	7
China	5
Brazil	4
Rep. of Korea	4
Spain	3
India	3
Pakistan	3
Others	21

By regions

Region	Percent
Asia	29
Northern America	18
Western Europe	15
Southern Europe	13
Northern Europe	10
South America	6

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Live animals	91
Live trees, plants, bulbs, roots, cut flowers etc	4
Animal,vegetable fats and oils, cleavage products, etc	2

Fish, crustaceans, molluscs, aquatic invertebrates nes 2

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

By countries

Country	Percent
USA	42
Portugal	14
Netherlands	11
Belgium	7
Lithuania	6
Luxembourg	3
China, Hong Kong SAR	3
China	3

By regions

Region	Percent
Northern America	42
Western Europe	21
Southern Europe	16
Northern Europe	9
Asia	9

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	
Live animals	(010391) Swine, live except pure-bred breeding < 50 kg, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8
	(010119) Horses, live except pure-bred breeding, \$289056-424711	US 4	HK 1.3	LU .6	6.2

Catalogue of Diversification Opportunities 2022

	(010519) Poultry, live except domestic fowls, < 185 grams, \$82-285	CD 0	CL 0	SC 0	0.0
Inorganic chemicals, precious metal compound, isotopes	(283311) Disodium sulphate, \$0-0	BR 48.1	CZ 9.7	GT 6.9	115.6
	(281820) Aluminium oxide, except artificial corundum, \$16-25	BE 14.1	SA 11	CN 4.2	34.5
	(281129) Inorganic oxygen compounds of non-metals nes, \$88-394	CN 2.9	JP .8	IT .6	5.9
	(282690) Complex fluorine salts except synthetic cryolite, \$41-89	GB 4	MY .2	MA 0	4.3
	(280530) Rare-earth metals, scandium and yttrium, \$423-2962	CN 1.4	IT .2	DE .1	1.7
Organic chemicals	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
	(293100) Organo-inorganic compounds, nes, \$84-455	ES 57.7	JP 6.6	SG 4.4	81.7
	(293229) Lactones, other than coumarins, \$301-465	NL 13.8	FR 11.1	IE 7.2	50.6
	(292390) Quarternary ammonium salts and hydroxides, nes, \$99-559	UZ 5	FI .8	HR .7	7.7
	(291613) Methacrylic acid, salts, \$11-22	AT 6.2	ZA .1	MW .1	6.4
Photographic or cinematographic goods	(370242) Film, rolls, except colour, width >610mm, length >200, \$0-0	KR 59.4	US 27.3	HK 2.6	91.2
	(370110) X-ray plates and films, \$0-7	JP 6.3	LK 1.8	CN 1.6	15.0
	(370120) Photographic instant print film in the flat, \$0-29	CA .5			0.5

Catalogue of Diversification Opportunities 2022

	(370252) Film, colour photo, rolls, width <16mm, >14 m long, nes, \$1-26	AU .1	CN .1	CH 0	0.2
	(370256) Photographic film in rolls, colour, width >35 mm, nes, \$0-2	CA .1			0.1
Plastics and articles thereof	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2
	(392290) Bathroom wares nes, of plastics, \$34-46	KR .4	TN .3	UA .2	1.5
	(392530) Plastic shutters and blinds (including Venetian), \$499-583	TR .7	FI .3	PH 0	1.0
Copper and articles thereof	(741021) Foil of refined copper, backed, t < 0.15mm, \$76-172	CN 37.6	KR 9	HK 7.4	70.5
Machinery & mech appliance etc	(840710) Aircraft engines, spark-ignition, \$8376928-1.36e+07	PH 42.9	BH 20	SG 14.3	85.5
	(848041) Moulds, injection or compression, for metals/carbides, \$69-152	TH 33.1	CN 3.5	MY 2.1	45.1
	(841112) Turbo-jet engines of a thrust > 25 KN, \$0-971693	ZA 37.8			37.8
	(844311) Reel fed offset printing machinery, \$895179-2471467	US 7.6	BE 4	SE 2.5	16.8
	(841290) Parts of hydraulic/pneumatic/other power engines, \$576-1115	FI 3	PL 2.2	NO 1	7.9
Railway, tramway locomotives, rolling stock, equipment	(860210) Rail locomotives, diesel-electric, \$2332139-5450186	PK 52.5	IN 43.3	AU 38.2	194.0
Vehicles other than railway, tramway	(870710) Bodies for passenger carrying vehicles, \$10851-27172	IT 154.3	DE 4.1	HK 1.2	161.7
	(870510) Mobile cranes, \$0-33973	DO 5.5			5.5

Catalogue of Diversification Opportunities 2022

	(870310) Snowmobiles, golf cars, similar vehicles, \$0-2650	DO 4.9			4.9
Optical, photo, technical, medical, etc apparatus	(902211) Medical X-ray apparatus, \$399028-773552	HK 9.8	BY 7.4	UY 5.1	30.5
	(902229) Non-medical apparatus using alpha/beta/gamma radiatio, \$14000-34565	CN 9.9	IN 4.7	TH 3.7	23.6
	(900510) Binoculars, \$6740-10151	SG 3.9	HU 0	AU 0	4.0
	(900729) Cinematographic projectors for film of >16 mm width, \$6056-8950	CL .2	RO .2	GB .1	0.9
	(900659) Photographic, other than cinematographic cameras nes, \$23355-32490	DE .3	KW .1	GB .1	0.6

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, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8
	(010119) Horses, live except pure-bred breeding, \$289056-424711	US 4	HK 1.3	LU .6	6.2
	(010519) Poultry, live except domestic fowls, < 185 grams, \$82-285	CD 0	CL 0	SC 0	0.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030542) Herrings, smoked, including fillets, \$26-40	JM .6	FI 0	AE 0	0.7
	(030710) Oysters, \$67-127	SA 0	ZA 0	KR 0	0.0

Catalogue of Diversification Opportunities 2022

	(030562) Cod, salted or in brine, not dried or smoked, \$19-36	CL 0	GB 0	SG 0	0.0
Dairy products, eggs, honey, edible animal products	(040299) Milk and cream nes sweetened or concentrated, \$59-87	CL 0	ID 0	CR 0	0.0
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$117-238	CN 1.6	FI .3	CZ 0	2.0
Edible vegetables and certain roots and tubers	(070420) Brussels sprouts, fresh or chilled, \$7-8	SA .1	SG .1	JP 0	0.2
Coffee, tea, mate and spices	(091091) Mixtures of spices, \$91-116	FI .2	HK 0	AU 0	0.2
Cereals	(100820) Millet, \$26-89	FI .1	GR 0	BB 0	0.1
Milling products, malt, starches, inulin, wheat gluten	(110819) Starches except wheat, maize, potato, manioc, \$76-94	FI 0	SG 0	MV 0	0.0
	(110820) Inulin, \$43-84	ES 0	FI 0	SV 0	0.0
Animal,vegetable fats and oils, cleavage products, etc	(151920) Acid oils from refining, \$10-19	SA .6	EG 0		0.6
	(150890) Refined ground-nut oil not chemically modified, \$139-274	FI .4	CN 0	IN 0	0.4
	(151211) Sunflower-seed or safflower oil, crude, \$34-55	FI .1	ES 0	SG 0	0.1
Miscellaneous edible preparations	(210210) Yeasts, active, \$1336+	KZ 0	CH 0	EG 0	0.1
Beverages, spirits and vinegar	(220590) Vermouth and other flavoured grape wines - pack > 2l, \$83-169	BE 0	GR 0	FR 0	0.0

Jamaica

Basic statistics

Current diversification (number of products)	2,323	Potential new products more complex (percentage)	79
Potential new products	3,630	Export opportunity in more complex products (percentage)	47
Potential new products more complex than the country's average	2,876	Import replacement opportunity in more complex products (percentage)	47

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Plastics and articles thereof	9
Electrical, electronic equipment	8
Organic chemicals	7
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Vehicles other than railway, tramway	2
Miscellaneous chemical products	2
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	13
France	7
Germany	6
China	6
Netherlands	4
United Kingdom	4
Thailand	4
India	3
Rep. of Korea	3
Canada	3
Japan	3
Italy	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	16
Eastern Europe	8
Southern Europe	6
Northern 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
Dairy products, eggs, honey, edible animal product nes	13

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	10
Animal,vegetable fats and oils, cleavage products, etc	8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Vegetable, fruit, nut, etc food preparations	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Edible vegetables and certain roots and tubers	5
Cereal, flour, starch, milk preparations and products	4
Miscellaneous edible preparations	4
Residues, wastes of food industry, animal fodder	3
Milling products, malt, starches, inulin, wheat gluten	2
Products of animal origin, nes	2
Sugars and sugar confectionery	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	13
United Kingdom	9
Germany	8
United Arab Emirates	5

By regions

Region	Percent
Asia	30
Western Europe	23
Northern America	15
Northern Europe	13

Catalogue of Diversification Opportunities 2022

France	5	Eastern Europe	8
China	4	Southern Europe	7
Italy	4		
Russian Federation	4		
Netherlands	4		
China, Hong Kong SAR	3		
Others	23		

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8

Catalogue of Diversification Opportunities 2022

	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(480560) Paper, weighing 150 g/m ² or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1

Catalogue of Diversification Opportunities 2022

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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021020) Bovine meat salted, dried or smoked, \$6-22	ES 8.5	IT 4.2	GB 3.8	23.1
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal products	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$0-3	GB 112.6	AT 90.5	RU 81.8	474.9
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5

Catalogue of Diversification Opportunities 2022

	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-0	IE 5.7	CY 4.9	FR 4.2	30.1
	(110610) Flour or meal of dried legumes, \$1-3	NL 3.2	DK 1.1	AU .8	8.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170240) Glucose including syrup of 20%-50% dry weight fructos, \$0-3	US .8	ZM .7	JP .6	5.9
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190410) Cereal foods obtained by swelling, roasting of cereal, \$5-10	AU 18.4	CN 8.3	IE 6.8	54.1
	(190220) Stuffed pasta, \$0-2	ES 5.5	FR 4.6	NL 4.5	35.4
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6

Catalogue of Diversification Opportunities 2022

	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(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

Catalogue of Diversification Opportunities 2022

	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
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Japan

Basic statistics

Current diversification (number of products)	24,613	Potential new products more complex (percentage)	68
Potential new products	448	Export opportunity in more complex products (percentage)	31
Potential new products more complex than the country's average	304	Import replacement opportunity in more complex products (percentage)	13

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	27
Vehicles other than railway, tramway	25
Machinery & mech appliance etc	10
Railway, tramway locomotives, rolling stock, equipment	8
Iron and steel	7
Meat and edible meat offal	5
Animal,vegetable fats and oils, cleavage products, etc	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Pharmaceutical products	2
Cereals	1
Sum of others with smaller share	10

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

By countries

Country	Percent
China	14
France	12
Germany	10
United Kingdom	8
USA	5
Netherlands	3
Norway	3
Japan	3
Belgium	3
India	3
Hungary	3
Others	19

By regions

Region	Percent
Western Europe	30
Asia	27
Northern Europe	15
Eastern Europe	8
Northern America	7
Southern Europe	5
South America	4
Oceania	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	38
Animal,vegetable fats and oils, cleavage products, etc	24

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	17
Cereals	10
Products of animal origin, nes	6
Dairy products, eggs, honey, edible animal product nes	2
Live trees, plants, bulbs, roots, cut flowers etc	1
Meat, fish and seafood food preparations nes	1
Fish, crustaceans, molluscs, aquatic invertebrates nes	1

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

By countries

Country	Percent
Germany	11
USA	10
Spain	8
France	7
Netherlands	7
Belgium	7
Poland	6
United Kingdom	5
Saudi Arabia	4
China	4

By regions

Region	Percent
Western Europe	33
Asia	17
Southern Europe	14
Eastern Europe	13
Northern America	11
Northern Europe	10

Catalogue of Diversification Opportunities 2022

Russian Federation	3
Italy	3
Others	12

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	
Meat and edible meat offal	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(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
	(020321) Swine carcasses and half carcasses, frozen, \$2-5	HK 16.6	DO 2.7	MO 2.4	27.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$0-1	GB 4.1	CL 2.5	UA 2.3	16.8
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(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

Catalogue of Diversification Opportunities 2022

	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(120925) Seed, rye grass, for sowing, \$2-4	CL 3.4	DE 1.9	JP .4	8.0
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
	(151530) Castor oil or fractions not chemically modified, \$40-73	KZ .1	KR .1	BR 0	0.2
	(151229) Cotton-seed or fractions simply refined, \$18-24	KR .1	EG 0	MY 0	0.2
	(151930) Industrial fatty alcohols, \$132-321	IE 0	SG 0	CZ 0	0.1
	(151521) Maize oil crude, \$5-7	SA 0	LV 0	NL 0	0.0
Organic chemicals	(293791) Insulin, salts, in bulk, \$94608-254254	CN 876.8	FR 489.9	IN 5	1378.7
	(293799) Hormones nes, derivatives, in bulk, steroids nes, \$20454-37114	US 109.4	CH 24.3	BR 10	158.6
	(290549) Polyhydric acyclic alcohols nes, \$0-3	US 68.3	NL 12.8	AU 8.7	108.9
	(290124) Buta-1, 3-diene and isoprene, \$0-0	GB 30.1	PL 29.4	NL 19.2	96.3
	(291010) Oxirane (ethylene oxide), \$0-1	BE 72.5	SK 3.1	ES 1	77.8
Pharmaceutical products	(300660) Contraceptive preps based on hormones or spermicides, \$277-610	GB 45.3	DE 44.5	HU 18.7	191.2
Iron and steel	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7

Catalogue of Diversification Opportunities 2022

	(722220) Stainless steel bar nfw than cold formed/cold finishe, \$16-21	CH 10.2	FR 9	BR 4.4	34.2
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$2-7	MZ 5.9	AO .8	TR .7	10.0
	(720529) Powders, iron or steel, other than alloy, \$28-37	JP 6.3	CN 1.1	FR .5	8.7
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$1-16	AO 2.5	SK 1.5	FR 1.2	7.0
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$5317670-6072953	HU 150.5	NO 41.3	SG 14.5	217.2
	(844400) Machines to extrude, draw, cut manmade textile fibres, \$758441-2720375	TR 62.3	CN 26.3	BG 5.4	101.7
	(843840) Brewery machinery, \$307-18148	PH 54.3	US 17.9	MZ 8.9	101.0
	(843359) Harvesting machinery nes, \$27790-67824	AU 31.9	DE 21.1	US 6.5	85.5
	(845811) Horizontal numerically controlled metal work lathes, \$310500-569296	SK 14.3	BR 10.8	NO 4.2	46.2
Railway, tramway locomotives, rolling stock, equipment	(860310) Self-propelled railway cars, external electric power, \$8067868-1.22e+07	DE 337.9	AU 133.7	SE 46.6	643.9
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, \$3226-7897	GB 350.2	TH 36.4	DE 19.5	418.4
	(870333) Automobiles, diesel engine of >2500 cc, \$87257-94932	JP 211.7	EG 7.6	MD 3.9	224.4

Catalogue of Diversification Opportunities 2022

	(870290) Buses except diesel powered, \$467107-834140	RO 53.8	NO 44	SE 26.8	191.4
	(871620) Trailers for agricultural purposes, \$25231-57632	US 13.9	CH 11.2	IT 6	64.4

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	
Live animals	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(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
	(020321) Swine carcasses and half carcasses, frozen, \$2-5	HK 16.6	DO 2.7	MO 2.4	27.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$0-1	GB 4.1	CL 2.5	UA 2.3	16.8
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030262) Haddock, fresh or chilled, whole, \$2-9	GB 9	FR 3.6	IE .3	13.6
Dairy products, eggs, honey, edible animal product nes	(040811) Egg yolks dried, \$0-4	GB 3.1	RU 2.5	FR 1	8.6
	(041000) Edible products of animal origin nes, \$56-132	KR 4.5	PL .6	FR .5	6.4

Catalogue of Diversification Opportunities 2022

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
	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$0-2	IT 1.5	GB 1.3	PL 1.1	5.6
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, \$14-30	SA 0	NZ 0	CH 0	0.1
	(110900) Wheat gluten, \$32-69	FI 0	PH 0	CD 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(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
	(120925) Seed, rye grass, for sowing, \$2-4	CL 3.4	DE 1.9	JP .4	8.0
Lac, gums, resins, vegetable saps and extracts nes	(130211) Opium sap, \$138-321	FR 1.4	DE 0	UY 0	1.4
	(130239) Mucilages and thickeners nes, \$310-370	DO .1	KR 0	TH 0	0.1
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
	(151530) Castor oil or fractions not chemically modified, \$40-73	KZ .1	KR .1	BR 0	0.2

Catalogue of Diversification Opportunities 2022

	(151229) Cotton-seed or fractions simply refined, \$18-24	KR .1	EG 0	MY 0	0.2
	(151930) Industrial fatty alcohols, \$132-321	IE 0	SG 0	CZ 0	0.1
	(151521) Maize oil crude, \$5-7	SA 0	LV 0	NL 0	0.0
Meat, fish and seafood food preparations nes	(160220) Livers of any animal prepared or preserved, \$0-3	UA .6	DE .3	SK .2	3.0
	(160241) Swine hams & cuts thereof, prepared or preserved, \$216-505	FI 1.8	SN 0		1.8
Sugars and confectionery sugar	(170220) Maple sugar and maple syrup, \$10-21	IT 1	NL .5	ID .1	2.2
Miscellaneous preparations edible	(210220) Yeasts, inactive, dead unicellular organisms nes, \$643+	JP 0	GB 0	AO 0	0.1

Jordan

Basic statistics

Current diversification (number of products)	5,077	Potential new products more complex (percentage)	83
Potential new products	3,570	Export opportunity in more complex products (percentage)	66
Potential new products more complex than the country's average	2,949	Import replacement opportunity in more complex products (percentage)	67

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Organic chemicals	10
Electrical, electronic equipment	8
Iron and steel	8
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	6
Vehicles other than railway, tramway	5
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Paper & paperboard, articles of pulp, paper and board	2
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	12
China	8
Germany	6
France	6
India	4
Rep. of Korea	4
Thailand	4
United Kingdom	4
Italy	3
Netherlands	3
Japan	3
Others	29

By regions

Region	Percent
Asia	39
Western Europe	19
Northern America	14
Southern Europe	7
Eastern Europe	7
Northern Europe	7
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	22
Residues, wastes of food industry, animal fodder	14

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	11
Cereals	7
Animal,vegetable fats and oils, cleavage products, etc	6
Edible fruit, nuts, peel of citrus fruit, melons	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Beverages, spirits and vinegar	3
Meat, fish and seafood food preparations nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Vegetable, fruit, nut, etc food preparations	3
Cocoa and cocoa preparations	3
Sugars and sugar confectionery	2
Sum of others with smaller share	5

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

By countries

Country	Percent
USA	10
Germany	10
China	7
United Kingdom	5

By regions

Region	Percent
Asia	35
Western Europe	21
Northern Europe	13
Northern America	12

Catalogue of Diversification Opportunities 2022

France	5	Southern Europe	6
Rep. of Korea	5	Eastern Europe	6
Thailand	4	Oceania	3
China, Hong Kong SAR	4		
Australia	3		
Denmark	3		
Philippines	3		
United Arab Emirates	3		
Netherlands	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	
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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

Catalogue of Diversification Opportunities 2022

	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(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
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7

Catalogue of Diversification Opportunities 2022

	(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
	(390720) Polyethers nes, in primary forms, \$0-1	IT 172.6	TR 74.2	EG 44.4	564.8
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(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

Catalogue of Diversification Opportunities 2022

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
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(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
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870190) Wheeled tractors nes, \$9592-47189	DE 304	FR 243.8	US 144.1	1308.8

Catalogue of Diversification Opportunities 2022

	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1

Catalogue of Diversification Opportunities 2022

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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030250) Cod, fresh or chilled, whole, \$5-12	NL 32.3	PT 18.7	DK 11.3	78.7
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-0	PH 68.6	IT 47.6	MO 14.6	199.4
Edible fruit, nuts, peel of citrus fruit, melons	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$4-7	CN 51.2	FR 29.7	AU 6.9	100.5

Catalogue of Diversification Opportunities 2022

	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$0-4	FR 55.4	ES 15	DE 7.1	87.8
	(080540) Grapefruit, fresh or dried, \$0-1	PL 15.2	IT 5.3	NL 5.1	55.0
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(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

Catalogue of Diversification Opportunities 2022

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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8

Catalogue of Diversification Opportunities 2022

	(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
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Kazakhstan

Basic statistics

Current diversification (number of products)	5,668	Potential new products more complex (percentage)	78
Potential new products	3,631	Export opportunity in more complex products (percentage)	59
Potential new products more complex than the country's average	2,832	Import replacement opportunity in more complex products (percentage)	54

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Organic chemicals	11
Electrical, electronic equipment	7
Optical, photo, technical, medical, etc apparatus	7
Plastics and articles thereof	5
Vehicles other than railway, tramway	5
Iron and steel	5
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Meat and edible meat offal	3
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	11
China	11
Germany	6
France	5
United Kingdom	4
Canada	4
Italy	4
Thailand	3
Japan	3
India	3
Rep. of Korea	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	15
Southern Europe	8
Northern Europe	7
Eastern Europe	7
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	33

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	8
Tobacco and manufactured tobacco substitutes	7
Edible fruit, nuts, peel of citrus fruit, melons	7
Dairy products, eggs, honey, edible animal product nes	7
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Cereal, flour, starch, milk preparations and products	6
Vegetable, fruit, nut, etc food preparations	5
Meat, fish and seafood food preparations nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Residues, wastes of food industry, animal fodder	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Beverages, spirits and vinegar	2
Sugars and sugar confectionery	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	24
USA	15
Japan	5

By regions

Region	Percent
Asia	44
Northern America	18
Western Europe	12

Catalogue of Diversification Opportunities 2022

United Kingdom	4	Northern Europe	11
China, Hong Kong SAR	4	Southern Europe	5
Germany	3	Eastern Europe	4
Netherlands	3		
Italy	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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020442) Sheep cuts, bone in, frozen, \$5-12	SA 19.8	JP 11.1	NL 9.6	90.1
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1

Catalogue of Diversification Opportunities 2022

	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(282520) Lithium oxide and hydroxide, \$12-38	JP 402.5	KR 161.6	ES 3.5	581.8
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(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
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(392119) Sheet etc, cellular of plastics nes, \$52-171	US 262	KR 63.9	FR 28.4	404.0
Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(845710) Machining centres, for working metal, \$140463-293222	CN 918.4	US 219	HU 44.5	1327.6
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(842911) Bulldozers and angledozers, crawler type, \$49187-176728	RU 261.4	SA 83.1	JP 40.3	598.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850910) Domestic vacuum cleaners, \$158-297	AU 170	IT 93.4	HK 34.9	486.6
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
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, photo, technical, medical, etc apparatus	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

Catalogue of Diversification Opportunities 2022

	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(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

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020442) Sheep cuts, bone in, frozen, \$5-12	SA 19.8	JP 11.1	NL 9.6	90.1
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
	(030371) Sardines,brisling,sprats, frozen, whole, \$0-2	TH 48.4	CI 10.2	PH 9.4	120.4
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
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
	(040490) Natural milk products, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
Edible fruit, nuts, peel of citrus fruit, melons	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080231) Walnuts in shell, fresh or dried, \$2-6	IT 30	IN 20.8	VN 14.5	99.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9

Catalogue of Diversification Opportunities 2022

	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
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
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
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
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15	US 111.1	CA 30.3	DE 16.7	183.4

Catalogue of Diversification Opportunities 2022

	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160231) Turkey meat, offal prepared or preserved, except live, \$3-7	AT 10	SK 3.3	SA 3.1	34.1
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
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
	(170112) Raw sugar, beet, \$0-2	KE 7.6	FR 2.2	MU 1.9	14.2
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6

Catalogue of Diversification Opportunities 2022

	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Kenya

Basic statistics

Current diversification (number of products)	6,713	Potential new products more complex (percentage)	83
Potential new products	3,271	Export opportunity in more complex products (percentage)	59
Potential new products more complex than the country's average	2,701	Import replacement opportunity in more complex products (percentage)	67

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Organic chemicals	10
Vehicles other than railway, tramway	8
Electrical, electronic equipment	7
Iron and steel	7
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	5
Articles of iron or steel	3
Copper and articles thereof	3
Nickel and articles thereof	2
Sum of others with smaller share	36

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

By countries

Country	Percent
USA	11
China	10
France	6
Germany	6
Thailand	4
United Kingdom	4
India	3
Russian Federation	3
Netherlands	3
Japan	3
Rep. of Korea	3
Italy	3
Spain	3
Others	27

By regions

Region	Percent
Asia	39
Western Europe	19
Northern America	13
Northern Europe	8
Eastern Europe	7
Southern Europe	7
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
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Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	12
Edible fruit, nuts, peel of citrus fruit, melons	10
Vegetable, fruit, nut, etc food preparations	10
Animal,vegetable fats and oils, cleavage products, etc	8
Meat and edible meat offal	8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	8
Fish, crustaceans, molluscs, aquatic invertebrates nes	7
Cereal, flour, starch, milk preparations and products	7
Cocoa and cocoa preparations	5
Meat, fish and seafood food preparations nes	5
Residues, wastes of food industry, animal fodder	4
Milling products, malt, starches, inulin, wheat gluten	4
Sugars and sugar confectionery	2
Lac, gums, resins, vegetable saps and extracts nes	2
Sum of others with smaller share	8

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

By countries

Country	Percent
China	11
Germany	11

By regions

Region	Percent
Asia	34
Western Europe	24

Catalogue of Diversification Opportunities 2022

USA	10	Northern Europe	13
China, Hong Kong SAR	6	Northern America	12
France	6	Eastern Europe	7
United Kingdom	5	Southern Europe	6
Netherlands	4		
Thailand	3		
Russian Federation	3		
Italy	3		
Others	21		

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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

Catalogue of Diversification Opportunities 2022

	(293390) Heterocyclic compounds with N-hetero-atom(s) only, nes, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390930) Amino-resins nes, in primary forms, \$0-1	FR 104.2	VN 92.2	TR 65.1	495.5
	(390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$0-2	DE 229.4	CN 53.7	PL 32.3	400.7
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
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
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1

Catalogue of Diversification Opportunities 2022

	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
	(730210) Railway/tramway rails, iron or steel, \$0-4	SE 37.7	BY 34	IN 30	262.2
Copper and articles thereof	(740811) Wire of refined copper > 6mm wide, \$6-10	IT 307	GB 268.9	ES 104.6	1004.5
	(741110) Pipes or tubes, refined copper, \$0-7	IN 151.5	FR 113.7	DE 102.2	945.8
	(740200) Unrefined copper, copper anodes, electrolytic refinin, \$6-38	IN 460.9	NA 92.6	NL 63.1	820.2
	(740710) Bars, rods & profiles of refined copper, \$0-7	SA 135.8	PH 76.3	VN 19.1	337.5
	(740819) Wire of refined copper < 6mm wide, \$6-20	IN 111.5	AR 72	PH 33.3	321.9
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
	(750522) Wire, nickel alloy, \$24-75	SA 33.3	VN 12	CN 11.9	123.1
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

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(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
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3

Catalogue of Diversification Opportunities 2022

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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(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

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	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020319) Swine cuts, fresh or chilled, nes, \$0-2	HU 29.3	DK 15.9	GB 11.1	87.1
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
	(020443) Sheep cuts, boneless, frozen, \$5-10	GB 36.7	US 6.8	CA 4.6	66.1
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

Catalogue of Diversification Opportunities 2022

	(030371) Sardines,brisling,sprats, frozen, whole, \$0-2	TH 48.4	CI 10.2	PH 9.4	120.4
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080231) Walnuts in shell, fresh or dried, \$2-6	IT 30	IN 20.8	VN 14.5	99.5
	(080540) Grapefruit, fresh or dried, \$0-1	PL 15.2	IT 5.3	NL 5.1	55.0
	(080240) Chestnuts, fresh or dried, \$2-7	JP 17.7	ES 7.2	AT 2.2	35.7

Catalogue of Diversification Opportunities 2022

Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2

Catalogue of Diversification Opportunities 2022

	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1

Catalogue of Diversification Opportunities 2022

	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170310) Cane molasses, \$0-2	AU 7	GB 2.1	FR 2	14.5
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1

Catalogue of Diversification Opportunities 2022

	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230890) Vegetable wastes and residues for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Kiribati

Basic statistics

Current diversification (number of products)	230	Potential new products more complex (percentage)	65
Potential new products	2,864	Export opportunity in more complex products (percentage)	23
Potential new products more complex than the country's average	1,868	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	11
Machinery & mech appliance etc	9
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	6
Articles of iron or steel	4
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of apparel, accessories, not knit or crochet	3
Articles of apparel, accessories, knit or crochet	3
Miscellaneous chemical products	2
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	16
France	8
Germany	5
China	5
Thailand	4
United Kingdom	4
Russian Federation	3
Japan	3
Netherlands	3
Italy	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	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
Cocoa and cocoa preparations	14
Edible fruit, nuts, peel of citrus fruit, melons	13
Vegetable, fruit, nut, etc food preparations	13

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	10
Dairy products, eggs, honey, edible animal product nes	7
Meat, fish and seafood food preparations nes	7
Animal,vegetable fats and oils, cleavage products, etc	7
Miscellaneous edible preparations	6
Edible vegetables and certain roots and tubers	5
Cereals	4
Sugars and sugar confectionery	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Lac, gums, resins, vegetable saps and extracts nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	16
United Kingdom	9
France	8
Germany	7
Japan	5

By regions

Region	Percent
Asia	25
Western Europe	22
Northern America	18
Northern Europe	15
Eastern Europe	8

Catalogue of Diversification Opportunities 2022

Russian Federation	4	Southern Europe	5
Netherlands	4		
Denmark	3		
Others	25		

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Miscellaneous chemical products	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1

Catalogue of Diversification Opportunities 2022

	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
	(380840) Disinfectants, packaged for retail sale, \$2-8	CA 96.9	CN 45.7	GB 22	335.7
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Articles of apparel, accessories, knit or crochet	(610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8

Catalogue of Diversification Opportunities 2022

	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(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
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(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, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

Catalogue of Diversification Opportunities 2022

	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
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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	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7

Catalogue of Diversification Opportunities 2022

	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(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	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120930) Seed, flower, for sowing, \$26-656	DE 14.6	NL 9.8	US 6.2	35.8
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9

Catalogue of Diversification Opportunities 2022

	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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

Catalogue of Diversification Opportunities 2022

	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1

Catalogue of Diversification Opportunities 2022

		(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
Miscellaneous preparations	edible	(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
		(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1

Kuwait

Basic statistics

Current diversification (number of products)	3,902	Potential new products more complex (percentage)	79
Potential new products	3,904	Export opportunity in more complex products (percentage)	61
Potential new products more complex than the country's average	3,086	Import replacement opportunity in more complex products (percentage)	47

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	20
Machinery & mech appliance etc	9
Organic chemicals	7
Electrical, electronic equipment	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Vehicles other than railway, tramway	5
Plastics and articles thereof	4
Articles of iron or steel	2
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	34

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

By countries

Country	Percent
China	27
USA	11
France	5
Germany	4
India	3
United Kingdom	3
Thailand	3
Italy	3
Others	22

By regions

Region	Percent
Asia	50
Western Europe	15
Northern America	12
Eastern Europe	6
Southern Europe	5
Northern Europe	5
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
Cereals	14
Edible fruit, nuts, peel of citrus fruit, melons	13
Dairy products, eggs, honey, edible animal product nes	10
Beverages, spirits and vinegar	9
Meat and edible meat offal	8

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Tobacco and manufactured tobacco substitutes	4
Cereal, flour, starch, milk preparations and products	4
Animal,vegetable fats and oils, cleavage products, etc	4
Residues, wastes of food industry, animal fodder	3
Edible vegetables and certain roots and tubers	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	15
China	12
Germany	8
United Kingdom	6
Italy	4
United Arab Emirates	3
Viet Nam	3

By regions

Region	Percent
Asia	34
Western Europe	18
Northern America	17
Northern Europe	12
Southern Europe	7
Eastern Europe	6
South America	3

Netherlands	3
Others	25

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262019) Ash or residues containing mainly zinc (not spelter), \$0-1	NL 13.8	FR 8.5	NO 8.3	56.8
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
	(260300) Copper ores and concentrates, \$150-401	US 0	IT 0	AU 0	0.0
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6

Catalogue of Diversification Opportunities 2022

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(391810) Floor, wall, ceiling cover, roll, tile, vinyl chlorid, \$0-2	FR 179.4	ID 54	GB 34.5	488.0
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5

Catalogue of Diversification Opportunities 2022

	(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
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
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
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6

Catalogue of Diversification Opportunities 2022

	(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
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal product nes	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6

Catalogue of Diversification Opportunities 2022

	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
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
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(070970) Spinach fresh or chilled, \$1-5	US 43.7	CA 4.9	PL 4.4	68.6
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7

Catalogue of Diversification Opportunities 2022

	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1

Catalogue of Diversification Opportunities 2022

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
	(151490) Canola, rape, colza or mustard oil, fractions, refined, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
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
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$0-1	FR 56.3	PT 28.4	BR 16.4	176.7

Catalogue of Diversification Opportunities 2022

	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(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	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Kyrgyzstan

Basic statistics

Current diversification (number of products)	2,632	Potential new products more complex (percentage)	77
Potential new products	4,259	Export opportunity in more complex products (percentage)	51
Potential new products more complex than the country's average	3,264	Import replacement opportunity in more complex products (percentage)	46

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	8
Pharmaceutical products	7
Electrical, electronic equipment	7
Iron and steel	7
Plastics and articles thereof	7
Optical, photo, technical, medical, etc apparatus	5
Vehicles other than railway, tramway	5
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	12
Germany	7
China	7
France	6
Italy	4
Belgium	4
Netherlands	4
Thailand	4
India	3
Japan	3
United Kingdom	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	22
Northern America	14
Southern Europe	8
Northern Europe	7
Eastern Europe	7
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	11

Catalogue of Diversification Opportunities 2022

Cereals	11
Meat and edible meat offal	10
Beverages, spirits and vinegar	9
Animal,vegetable fats and oils, cleavage products, etc	9
Dairy products, eggs, honey, edible animal product nes	8
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations nes	5
Tobacco and manufactured tobacco substitutes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Cocoa and cocoa preparations	3
Vegetable, fruit, nut, etc food preparations	3
Residues, wastes of food industry, animal fodder	3
Milling products, malt, starches, inulin, wheat gluten	3
Sum of others with smaller share	11

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

By countries

Country	Percent
USA	15
China	12
Germany	10

By regions

Region	Percent
Asia	32
Western Europe	22
Northern America	17

Catalogue of Diversification Opportunities 2022

United Kingdom	5	Northern Europe	9
France	4	Eastern Europe	7
Netherlands	4	Southern Europe	6
Italy	3		
Viet Nam	3		
Japan	3		
Others	25		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
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

Catalogue of Diversification Opportunities 2022

	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300510) Medical dressings etc. having an adhesive layer, \$14-51	DE 104.9	US 93	ES 46.2	462.3
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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

Catalogue of Diversification Opportunities 2022

	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870331) Automobiles, diesel engine of <1500 cc, \$16275-32659	IT 1372.2	BE 715.6	PT 419.8	3740.6
	(870190) Wheeled tractors nes, \$47189-103585	US 434	GB 350.8	BE 213.8	1571.5
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

Catalogue of Diversification Opportunities 2022

	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
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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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5

Catalogue of Diversification Opportunities 2022

	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7

Catalogue of Diversification Opportunities 2022

	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(150990) Olive oil, fractions, refined, not chemically modifie, \$0-2	IT 75.8	PT 68.9	US 33.8	242.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1

Catalogue of Diversification Opportunities 2022

	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(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	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Lao People's Dem. Rep.

Basic statistics

Current diversification (number of products)	2,032	Potential new products more complex (percentage)	76
Potential new products	4,181	Export opportunity in more complex products (percentage)	45
Potential new products more complex than the country's average	3,159	Import replacement opportunity in more complex products (percentage)	26

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Electrical, electronic equipment	7
Vehicles other than railway, tramway	6
Iron and steel	6
Pharmaceutical products	6
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	5
Organic chemicals	5
Articles of iron or steel	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	13
Germany	8
France	7
China	6
Italy	4
United Kingdom	4
Thailand	4
Netherlands	4
Japan	3
Canada	3
Rep. of Korea	3
India	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	22
Northern America	15
Eastern Europe	8
Southern Europe	7
Northern Europe	7

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

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	16
Meat and edible meat offal	9
Residues, wastes of food industry, animal fodder	8
Vegetable, fruit, nut, etc food preparations	7
Animal,vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	5
Cereal, flour, starch, milk preparations and products	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Cereals	4
Tobacco and manufactured tobacco substitutes	3
Miscellaneous edible preparations	3
Edible vegetables and certain roots and tubers	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Sum of others with smaller share	10

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

By countries

Country	Percent
USA	13
China	8
Germany	7

By regions

Region	Percent
Asia	36
Western Europe	19
Northern America	15

Catalogue of Diversification Opportunities 2022

United Kingdom	6	Northern Europe	11
Russian Federation	4	Eastern Europe	7
France	4	Southern Europe	6
Netherlands	4		
Italy	3		
China, Hong Kong SAR	3		
Japan	3		
Philippines	3		
United Arab Emirates	3		
Rep. of Korea	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	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0

Catalogue of Diversification Opportunities 2022

	(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
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4
Plastics and articles thereof	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
	(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
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5

Catalogue of Diversification Opportunities 2022

	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(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	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866	SA 2774.6	FR 1101.6	DE 545.5	7194.8

Catalogue of Diversification Opportunities 2022

	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870190) Wheeled tractors nes, \$9592-47189	DE 304	FR 243.8	US 144.1	1308.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
Optical, photo, technical, medical, etc apparatus	(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
	(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

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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6

Catalogue of Diversification Opportunities 2022

	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3

Catalogue of Diversification Opportunities 2022

	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1

Catalogue of Diversification Opportunities 2022

	(120930) Seed, flower, for sowing, \$26-656	DE 14.6	NL 9.8	US 6.2	35.8
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8

Catalogue of Diversification Opportunities 2022

	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinegar, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9

Catalogue of Diversification Opportunities 2022

	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Latvia

Basic statistics

Current diversification (number of products)	11,683	Potential new products more complex (percentage)	79
Potential new products	1,618	Export opportunity in more complex products (percentage)	70
Potential new products more complex than the country's average	1,282	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
Machinery & mech appliance etc	16
Electrical, electronic equipment	10
Iron and steel	8
Pharmaceutical products	8
Vehicles other than railway, tramway	6
Optical, photo, technical, medical, etc apparatus	5
Inorganic chemicals, precious metal compound, isotopes	5
Miscellaneous chemical products	5
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	29

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

By countries

Country	Percent
USA	14
Italy	8
China	7
France	6
Germany	4
Rep. of Korea	4
India	4
Netherlands	3
Belgium	3
Canada	3
United Kingdom	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	16
Northern America	16
Southern Europe	12
Eastern Europe	7
Northern 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
Dairy products, eggs, honey, edible animal products	21
Sugars and sugar confectionery	14

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	12
Fish, crustaceans, molluscs, aquatic invertebrates nes	11
Products of animal origin, nes	6
Meat and edible meat offal	6
Beverages, spirits and vinegar	6
Cereals	6
Cereal, flour, starch, milk preparations and products	5
Vegetable, fruit, nut, etc food preparations	5
Coffee, tea, mate and spices	3
Miscellaneous edible preparations	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Milling products, malt, starches, inulin, wheat gluten	2

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

By countries

Country	Percent
China, Hong Kong SAR	24
France	13
USA	8
China	7
Rep. of Korea	4

By regions

Region	Percent
Asia	52
Western Europe	19
Northern America	12
Northern Europe	7
Eastern Europe	4

Catalogue of Diversification Opportunities 2022

Japan	4
Canada	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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3
	(283311) Disodium sulphate, \$0-0	BR 48.1	CZ 9.7	GT 6.9	115.6
Organic chemicals	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
	(290243) P-xylene, \$0-21	PT 150.7	BR 56.5	IN 39.6	305.0
	(290531) Ethylene glycol (ethanediol), \$0-0	ID 112	GB 96	VN 21.8	291.0
	(294190) Antibiotics nes, in bulk, \$401-910	US 68.2	JP 27.1	IN 21.7	177.9

Catalogue of Diversification Opportunities 2022

	(294130) Tetracyclines, derivatives, in bulk, salts, \$34-250	NL 40.7	BE 39	RU 8.9	131.3
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300239) Vaccines, veterinary use, except foot and mouth, \$252-563	NL 67.2	IT 60.9	JP 39.2	410.9
	(300432) Adrenal cortical hormones, in dosage, \$566-1947	DE 63.1	SA 47.2	KR 20.5	200.6
	(300660) Contraceptive preps based on hormones or spermicides, \$55-277	IT 33.1	RU 30.4	ZA 12	192.5
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381512) Supported catalysts, precious metal based, \$204-452	CZ 229.1	SG 130.1	DE 65	701.5
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(381519) Supported catalysts, except nickel or precious metal, \$0-5	CA 56.2	FR 36.4	AE 33.8	186.5
	(381512) Supported catalysts, precious metal based, \$0-39	FR 55.9	US 10.4	BN 6.4	125.0
Paper & paperboard, articles of pulp, paper and board	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1

Catalogue of Diversification Opportunities 2022

	(481039) Paper, kraft, clay coated, nes, \$0-4	US 123.3	CA 91.7	IE 7.4	257.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	DE 46.5	FI 43.8	CA 31.4	234.2
	(480441) Paper, kraft, 150-225 g/m2, unbleached, uncoated nes, \$0-2	CN 46.7	CA 35.9	DE 20	158.5
Iron and steel	(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
	(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
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
	(720441) Waste from the mechanical working of iron or steel ne, \$0-0	IT 213.8	DE 114.3	VN 17.2	373.9
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(842619) Transporter or bridge cranes, \$2034-50051	US 157.9	IN 100.1	PK 33.6	392.7
	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(843410) Milking machines, \$673-51879	DE 109	FR 68.7	NL 30.2	374.1

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(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
	(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
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
	(870540) Mobile concrete mixers, \$26877-75384	VN 52.2	KH 27.7	MA 14.9	219.5
	(870530) Fire fighting vehicles, \$38798-344786	DE 20.8	AE 16.5	GB 14.4	215.4
	(871190) Motorcycles with other than a spark ignition engine, \$1677-3739	BE 28.3	US 26.3	IT 15.3	95.5
	(870432) Spark ignition engine trucks weighing > 5 tonnes, \$46252-98848	PT 34.2	UZ 16.3	BG 4	73.5
Optical, photo, technical, medical, etc apparatus	(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
	(901020) Equipment for photographic laboratories nes, \$189-17304	SG 85	JP 64	TH 61.4	309.7

Catalogue of Diversification Opportunities 2022

	(901849) Instruments and appliances, used in dentistry, \$2-80	US 176.3	CN 15.4	TH 7.1	218.5
	(902720) Chromatographs, electrophoresis instruments, \$5199-18958	SG 80.2	RU 49.4	NL 10.4	203.4

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	(020319) Swine cuts, fresh or chilled, nes, \$4-8	KR 50.2	CH 10.2	SG 5.5	71.1
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$5-10	KW 5.7	AE 4.4	HK 2	19.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
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
	(040891) Eggs, bird, not in shell, dried, \$6-10	GB 1	IT .9	NL .8	4.7
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
	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
Coffee, tea, mate and spices	(091020) Saffron, \$14-796	HK 28.9	FR 3.7	PT 1.7	39.3

Catalogue of Diversification Opportunities 2022

Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$0-1	FI 13.5	GB 3.7	US 2.8	30.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$8-21	FR 8.8	EE 2.8	BY 2.1	23.1
Animal,vegetable fats and oils, cleavage products, etc	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(150600) Animal fats,oils,fractions not chemically modified ne, \$0-37	CA 8.5	KR 2.5	PH .8	15.4
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$5-10	KR 1.6	NL 1.2	CN 1	11.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$3-7	KR 2.8	MA 1.4	CN 1.1	8.8
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170230) Glucose, glucose syrup < 20% fructose, \$2-5	ES .6	BE .5	JP .5	3.2
Cereal, flour, starch, milk preparations and products	(190190) Malt extract & limited cocoa pastrycooks products nes, \$10-24	CN 33.2	ID 21.3	LK 9	67.9
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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$4-7	FR 5.4	KW 4	SE 3.8	22.1

Catalogue of Diversification Opportunities 2022

		(200930) Citrus juice nes (one fruit) not fermented or spirite, \$3-7	FR 5.5	GB 2.6	DK 2.2	14.4
Miscellaneous preparations	edible	(210310) Soya sauce, \$4-8	FR 4.4	ES .6	GB .5	8.8
		(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
Beverages, spirits and vinegar		(220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2	FR 40.1	RU 32.6	LV 8.9	89.9
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5

Lebanon

Basic statistics

Current diversification (number of products)	6,940	Potential new products more complex (percentage)	82
Potential new products	3,168	Export opportunity in more complex products (percentage)	74
Potential new products more complex than the country's average	2,592	Import replacement opportunity in more complex products (percentage)	56

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	24
Machinery & mech appliance etc	9
Organic chemicals	8
Iron and steel	7
Vehicles other than railway, tramway	7
Electrical, electronic equipment	5
Optical, photo, technical, medical, etc apparatus	5
Inorganic chemicals, precious metal compound, isotopes	3
Plastics and articles thereof	3
Miscellaneous chemical products	2
Sum of others with smaller share	28

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

By countries

Country	Percent
China	33
USA	9
Germany	5
Thailand	4
France	4
United Kingdom	3
Rep. of Korea	3
Italy	3
Others	20

By regions

Region	Percent
Asia	54
Western Europe	14
Northern America	10
Northern Europe	5
Southern Europe	5
Eastern Europe	5
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	41
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	8
Animal,vegetable fats and oils, cleavage products, etc	7
Dairy products, eggs, honey, edible animal product nes	7
Cereals	6

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Meat, fish and seafood food preparations nes	5
Residues, wastes of food industry, animal fodder	4
Cocoa and cocoa preparations	4
Vegetable, fruit, nut, etc food preparations	3
Milling products, malt, starches, inulin, wheat gluten	1
Lac, gums, resins, vegetable saps and extracts nes	1
Edible vegetables and certain roots and tubers	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	33
Germany	9
USA	6
Netherlands	3
Russian Federation	3
United Kingdom	3
Others	17

By regions

Region	Percent
Asia	46
Western Europe	19
Northern Europe	9
Northern America	8
Eastern Europe	7
Southern Europe	6

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(260600) Aluminium ores and concentrates, \$0-0	US 24.6	JP 4.9	SI 4.6	55.5
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3

Catalogue of Diversification Opportunities 2022

	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(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	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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

Catalogue of Diversification Opportunities 2022

	(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
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(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

Catalogue of Diversification Opportunities 2022

	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
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
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6

Catalogue of Diversification Opportunities 2022

	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040229) Milk and cream powder sweetened < 1.5% fat, \$7-14	IT 16.5	CN 3.9	AU 3.1	33.4

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(070920) Asparagus, fresh or chilled, \$3-8	CH 10	NO 5.8	CA 4.2	48.3
	(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
	(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, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(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
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4

Catalogue of Diversification Opportunities 2022

	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
	(130212) Liquorice extract, \$7-20	IT 3.2	FI 1.9	DE 1.5	9.7
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
	(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, \$0-4	US 30.5	CZ 23.8	CA 18.2	101.8
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(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, \$3-7	AT 10	SK 3.3	SA 3.1	34.1
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4

Catalogue of Diversification Opportunities 2022

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
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200880) Strawberries, otherwise prepared or preserved, \$1-5	DE 9.7	GB 3.5	CN 2.3	26.1
	(200930) Citrus juice nes (one fruit) not fermented or spirite, \$3-7	FR 5.5	GB 2.6	DK 2.2	14.4
	(200850) Apricots, otherwise prepared or preserved, \$1-3	BE 1.8	IT .8	CA .5	5.8
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230240) Cereal bran, sharps, residue except maize, wheat, ric, \$0-3	CN 4.1	DE 1.5	LU 1.3	12.6

Lesotho

Basic statistics

Current diversification (number of products)	1,736	Potential new products more complex (percentage)	62
Potential new products	3,884	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	2,408	Import replacement opportunity in more complex products (percentage)	17

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Plastics and articles thereof	8
Electrical, electronic equipment	8
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	6
Miscellaneous chemical products	4
Paper & paperboard, articles of pulp, paper and board	3
Articles of iron or steel	3
Vehicles other than railway, tramway	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	13
Germany	6
France	6
China	6
United Kingdom	4
Canada	4
Thailand	4
Italy	3
Netherlands	3
India	3
Belgium	3
Rep. of Korea	3
Japan	3
Spain	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	16
Southern Europe	7
Northern Europe	7
Eastern Europe	7
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	22
Dairy products, eggs, honey, edible animal product nes	20
Cereals	10
Vegetable, fruit, nut, etc food preparations	8
Animal,vegetable fats and oils, cleavage products, etc	8
Cereal, flour, starch, milk preparations and products	7
Meat, fish and seafood food preparations nes	7
Sugars and sugar confectionery	3
Milling products, malt, starches, inulin, wheat gluten	3
Miscellaneous edible preparations	3
Beverages, spirits and vinegar	2
Edible vegetables and certain roots and tubers	2
Lac, gums, resins, vegetable saps and extracts nes	2
Residues, wastes of food industry, animal fodder	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	12
China	11
United Kingdom	8
Germany	6
France	5
China, Hong Kong SAR	4
Netherlands	4
Japan	3
Philippines	3
Spain	3
Italy	3
Others	24

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	14
Northern Europe	11
Southern Europe	7
Eastern Europe	6

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8

Catalogue of Diversification Opportunities 2022

Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5

Catalogue of Diversification Opportunities 2022

Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
	(870510) Mobile cranes, \$33973-229543	KZ 48.5	UZ 48.4	KR 47.8	395.7
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9

Catalogue of Diversification Opportunities 2022

	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7

Catalogue of Diversification Opportunities 2022

Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100510) Maize (corn) seed, \$2-6	HU 24.2	GB 21.3	RO 20.2	244.7
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
	(110423) Maize (corn), hulled, pearled, sliced or kibbled, \$0-1	US 3.2	BE .9	PL .8	7.6
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps nes, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
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
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190540) Rusks, toasted bread and similar toasted products, \$0-2	FR 26.2	IN 4.5	RO 2.7	56.5
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinegar, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2

Catalogue of Diversification Opportunities 2022

	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Liberia

Basic statistics

Current diversification (number of products)	989	Potential new products more complex (percentage)	77
Potential new products	3,864	Export opportunity in more complex products (percentage)	45
Potential new products more complex than the country's average	2,968	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
Machinery & mech appliance etc	12
Electrical, electronic equipment	10
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	4
Iron and steel	4
Paper & paperboard, articles of pulp, paper and board	3
Pharmaceutical products	3
Articles of iron or steel	3
Aluminium and articles thereof	3
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	15
France	7
China	6
Germany	5
United Kingdom	4
Japan	4
Thailand	4
Russian Federation	3
Netherlands	3
Belgium	3
Italy	3
India	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	21
Northern America	17
Eastern Europe	7
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
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Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	18
Edible fruit, nuts, peel of citrus fruit, melons	16
Residues, wastes of food industry, animal fodder	9
Meat and edible meat offal	8
Cocoa and cocoa preparations	7
Vegetable, fruit, nut, etc food preparations	7
Beverages, spirits and vinegar	5
Cereal, flour, starch, milk preparations and products	4
Miscellaneous edible preparations	4
Animal,vegetable fats and oils, cleavage products, etc	4
Edible vegetables and certain roots and tubers	3
Meat, fish and seafood food preparations nes	2
Sugars and sugar confectionery	2
Cereals	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	11
United Kingdom	7

By regions

Region	Percent
Asia	36
Western Europe	19

Catalogue of Diversification Opportunities 2022

China	7	Northern America	13
France	6	Northern Europe	12
Germany	6	Eastern Europe	10
Russian Federation	5	Southern Europe	5
Netherlands	4		
Japan	4		
China, Hong Kong SAR	3		
United Arab Emirates	3		
Philippines	3		
Rep. of Korea	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8

Catalogue of Diversification Opportunities 2022

	(293100) Organo-inorganic compounds, nes, \$3-18	BR 359.3	KR 94.3	IE 31.3	593.9
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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

Catalogue of Diversification Opportunities 2022

	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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
Aluminium and articles thereof	(760110) Aluminium unwrought, not alloyed, \$0-1	KR 1632.1	JP 1575.9	TR 850.8	4877.8
	(760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$0-3	FR 300.2	KH 124.7	CH 106.4	1164.8

Catalogue of Diversification Opportunities 2022

	(760612) Aluminium alloy rectangular plate/sheet/strip, t >0.2m, \$3-6	US 360.3	CH 110.3	BE 64.6	871.8
	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$5-21	GB 68	AT 45.6	US 34.3	407.1
	(760421) Profiles, hollow, aluminium, alloyed, \$0-4	FR 44.4	DE 32.8	AU 21.4	261.5
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(842951) Front end shovel loaders, \$27366-72431	FR 443.6	RU 233.1	US 207.4	1552.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(851140) Starter motors, \$40-349	US 1191.8	CN 144	CA 143.6	1673.4
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8

Catalogue of Diversification Opportunities 2022

	(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
Edible vegetables and certain roots and tubers	(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
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$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
	(151710) Margarine, except liquid margarine, \$1-2	GB 36.5	BE 7.2	RO 7.1	117.9
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0

Catalogue of Diversification Opportunities 2022

		(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
		(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
		(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
		(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
		(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
Beverages, spirits and vinegar		(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
		(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
		(220290) Non-alcoholic beverages, except fruit, veg juices, \$6-19	HK 4.6	HR 4.5	MY 4.1	25.2
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder		(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
		(230910) Dog or cat food (retail), \$0-1	GB 167.5	FR 54.4	SE 34.5	480.5

Catalogue of Diversification Opportunities 2022

	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

Libya

Basic statistics

Current diversification (number of products)	660	Potential new products more complex (percentage)	68
Potential new products	3,360	Export opportunity in more complex products (percentage)	32
Potential new products more complex than the country's average	2,276	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
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	5
Organic chemicals	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Pharmaceutical products	3
Miscellaneous chemical products	2
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	15
France	7
Thailand	5
Germany	5
China	5
United Kingdom	4
Japan	4
Netherlands	3
Italy	3
Russian Federation	3
India	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
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
Dairy products, eggs, honey, edible animal products	16

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	16
Animal,vegetable fats and oils, cleavage products, etc	9
Edible fruit, nuts, peel of citrus fruit, melons	9
Cereal, flour, starch, milk preparations and products	8
Vegetable, fruit, nut, etc food preparations	8
Cocoa and cocoa preparations	7
Meat, fish and seafood food preparations nes	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Miscellaneous edible preparations	4
Live trees, plants, bulbs, roots, cut flowers etc	3
Edible vegetables and certain roots and tubers	2
Beverages, spirits and vinegar	2
Sugars and sugar confectionery	2
Sum of others with smaller share	5

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

By countries

Country	Percent
Germany	11
USA	10
United Kingdom	8

By regions

Region	Percent
Asia	29
Western Europe	23
Eastern Europe	14

Catalogue of Diversification Opportunities 2022

Russian Federation	8	Northern Europe	13
China	7	Northern America	12
Japan	6	Southern Europe	4
France	5		
Netherlands	3		
Others	23		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6

Catalogue of Diversification Opportunities 2022

	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(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
Miscellaneous chemical products	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(851140) Starter motors, \$40-349	US 1191.8	CN 144	CA 143.6	1673.4
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
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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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal product nes	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(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

Catalogue of Diversification Opportunities 2022

	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060110) Bulbs, tubers, corms, crowns and rhizomes, dormant, \$0-0	RU 30.9	FR 28.5	FI 12.3	79.3
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071021) Peas, frozen, uncooked steamed or boiled, \$0-1	GB 10.2	US 6.3	CN 4.7	44.6
	(071339) Beans dried, shelled, nes, \$1-2	CA 15.5	US 10.9	GB 3	40.8
Edible fruit, nuts, peel of citrus fruit, melons	(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
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080810) Apples, fresh, \$0-0	DE 73.6	FR 56.2	PK 25.7	276.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2

Catalogue of Diversification Opportunities 2022

	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(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
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
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations	(160239) Fowl, duck, goose, offal, prepared, preserved not live, \$3-6	JP 140.7	NL 48.3	IE 39.7	480.1
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal, not livers, prepared/preserved, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
	(170240) Glucose including syrup of 20%-50% dry weight fructos, \$0-3	US .8	ZM .7	JP .6	5.9
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3

Catalogue of Diversification Opportunities 2022

	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Lithuania

Basic statistics

Current diversification (number of products)	13,523	Potential new products more complex (percentage)	86
Potential new products	1,043	Export opportunity in more complex products (percentage)	71
Potential new products more complex than the country's average	894	Import replacement opportunity in more complex products (percentage)	64

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	20
Iron and steel	11
Organic chemicals	9
Miscellaneous chemical products	8
Electrical, electronic equipment	6
Plastics and articles thereof	6
Articles of iron or steel	4
Pharmaceutical products	4
Inorganic chemicals, precious metal compound, isotopes	4
Optical, photo, technical, medical, etc apparatus	3
Sum of others with smaller share	25

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

By countries

Country	Percent
USA	12
China	11
France	8
Germany	4
India	3
Canada	3
Thailand	3
Rep. of Korea	3
Singapore	3
Netherlands	3
United Kingdom	3
Others	29

By regions

Region	Percent
Asia	39
Western Europe	18
Northern America	15
Eastern Europe	8
Southern Europe	7
Northern 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
Cereal, flour, starch, milk preparations and products	68
Products of animal origin, nes	16

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Animal,vegetable fats and oils, cleavage products, etc	3
Vegetable, fruit, nut, etc food preparations	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Miscellaneous edible preparations	1
Sugars and sugar confectionery	1
Lac, gums, resins, vegetable saps and extracts nes	1
Meat and edible meat offal	1

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

By countries

Country	Percent
China	53
Viet Nam	6
Cambodia	5
Saudi Arabia	5
Japan	4
Germany	3
USA	3
Others	8

By regions

Region	Percent
Asia	83
Western Europe	6
Northern America	3

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	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(280410) Hydrogen, \$0-0	US 57.9	BE 27.9	IE .7	87.0
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$4-8	US 44.2	KR 8.9	FR 3.7	66.2
	(284321) Silver nitrate, \$336-776	BE 32.5	CZ 19.5	SG 4.1	60.7
Organic chemicals	(290711) Phenol (hydroxybenzene), salts, \$1-17	NL 228.3	PL 14.8	FR 12.4	312.2
	(290243) P-xylene, \$0-21	PT 150.7	BR 56.5	IN 39.6	305.0
	(293410) Heterocyclic compounds with an unfused thiazole ring, \$34-246	BR 53.6	CA 49.6	US 23.4	197.6
	(294190) Antibiotics nes, in bulk, \$401-910	US 68.2	JP 27.1	IN 21.7	177.9
	(294130) Tetracyclines, derivatives, in bulk, salts, \$34-250	NL 40.7	BE 39	RU 8.9	131.3
Pharmaceutical products	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9

Catalogue of Diversification Opportunities 2022

	(300190) Heparin, salts, for therapeutic use, \$2199-5337	SG 488.6	FR 95.3	US 54.2	684.6
	(300510) Medical dressings etc. having an adhesive layer, \$144-371	US 70.7	DE 37.6	AE 8.4	159.2
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$1083-2699	CN 9.8	FR 2.3	GB 1.8	25.1
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(380190) Graphite based products nes, \$3-42	US 56	CN 19.9	IN 12.7	127.0
	(381512) Supported catalysts, precious metal based, \$0-39	FR 55.9	US 10.4	BN 6.4	125.0
	(380810) Insecticides, packaged for retail sale, \$81-215	AR 16.7	RW 11.3	FR 10	86.5
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
	(392119) Sheet etc, cellular of plastics nes, \$37-52	CN 59.7	HU 46.3	MY 35.7	185.9
	(392091) Sheet/film not cellular/reinf polyvinyl butyral, \$4-14	PL 51.1	LU 41.8	JP 21.5	178.5
	(390290) Polymers of propylene, olefins nes in primary forms, \$5-10	CN 48.4	KR 26.2	AT 9.7	133.8
	(390890) Polyamides nes, in primary forms, \$8-17	CN 103.9	FR 6.3	HK 3	120.7

Catalogue of Diversification Opportunities 2022

Iron and steel	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1	TH 597	SE 199.8	BE 58	1011.5
	(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
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	RU 66.9	CZ 64.6	NL 50.5	325.4
	(721039) Flat rolled iron or non-alloy steel, electro plate/zinc, w >600mm, nes, \$0-0	CN 152.9	PL 29.7	IN 18.5	317.5
	(721934) Cold rolled stainless steel, w >600mm, t 0.5-1.0 mm, \$0-2	IT 68.1	NL 41.8	PL 41	285.5
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
	(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
	(730620) Casings, circular, iron/steel, oil/gas drilling <406mm, \$1-23	NO 5.1	BN 3.3	CO 2.9	34.9
	(730722) Threaded elbows, bends and sleeves of stainless steel, \$189-418	FR 9.2	NO 6	DE 5.7	30.6
Machinery & mech appliance etc	(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
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9

Catalogue of Diversification Opportunities 2022

	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(841810) Combined refrigerator-freezers, two door, \$1081-2714	US 307.3	FI 17.8	HK 9.4	341.4
Electrical, electronic equipment	(850423) Liquid dielectric transformers > 10,000 KVA, \$2387-392273	FR 66.9	BH 26.9	CI 26.7	442.3
	(850422) Liquid dielectric transformers 650-10,000KVA, \$30198-67252	US 197.2	DE 59	CH 14.1	322.2
	(851631) Electric hair dryers, \$92-273	CN 136	IT 6.1	ES 2.4	150.3
	(850213) Generating sets, diesel, output > 375 kVA, \$87805-173310	PK 39.5	IT 12.3	GB 11.3	145.4
	(853720) Electrical control and distribution boards, > 1kV, \$83-181	CN 28.9	CH 23.5	FR 16.4	132.8
Optical, photo, technical, medical, etc apparatus	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(901510) Rangefinders, \$68-985	US 77.2	CA 8	SG 5.2	97.1
	(902920) Speed indicators, tachometers, stroboscopes, \$731-1479	CA 73.8	CN 1.1	SG .6	77.3
	(901811) Electro-cardiographs, \$16-1100	CH 29.2	IN 7.9	US 4.7	63.9
	(901180) Microscopes, optical, nes, \$9283-14213	CN 54.8	IN 1.3	DE .6	58.6

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)
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Catalogue of Diversification Opportunities 2022

		#1	#2	#3	Export opportunity (USD million)
Meat and edible meat offal	(020731) Fatty livers (geese, ducks) domestic fresh or chilled, \$15-40	BE 3.9	ES 1.2	DE .7	7.3
	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$18-43	FI 0	BR 0	SC 0	0.2
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
	(030710) Oysters, \$6-13	US 5.8	CN 3.8	DE 3.1	28.2
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(051110) Semen bovine, \$0-7	NL 5.4	IT 2.2	UA 1.5	11.7
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$8-21	FR 8.8	EE 2.8	BY 2.1	23.1
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
Animal, vegetable fats and oils, cleavage products, etc	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(152110) Vegetable waxes except triglycerides, \$4-16	DE 2	ES .8	BE .7	8.0
Sugars and sugar confectionery	(170199) Refined sugar, in solid form, nes, pure sucrose, \$6-25	SA .8	FR .7	IN .7	3.8
	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$2-5	ES .6	BE .5	JP .5	3.2
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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$10-24	CN 33.2	ID 21.3	LK 9	67.9
Vegetable, fruit, nut, etc food preparations	(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	(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8
	(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9
	(210230) Baking powders, prepared, \$5-10	EC .2	BW .1	EG .1	1.1

Luxembourg

Basic statistics

Current diversification (number of products)	10,865	Potential new products more complex (percentage)	72
Potential new products	1,964	Export opportunity in more complex products (percentage)	54
Potential new products more complex than the country's average	1,419	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
Machinery & mech appliance etc	16
Organic chemicals	14
Pharmaceutical products	10
Electrical, electronic equipment	8
Inorganic chemicals, precious metal compound, isotopes	7
Vehicles other than railway, tramway	7
Optical, photo, technical, medical, etc apparatus	6
Paper & paperboard, articles of pulp, paper and board	3
Plastics and articles thereof	3
Articles of iron or steel	2
Sum of others with smaller share	25

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

By countries

Country	Percent
USA	19
China	8
France	6
United Kingdom	5
Germany	5
Canada	3
Italy	3
Japan	3
Rep. of Korea	3
Singapore	3
Others	26

By regions

Region	Percent
Asia	32
Northern America	22
Western Europe	17
Northern Europe	8
Southern Europe	7
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
Tobacco and manufactured tobacco substitutes	18
Meat and edible meat offal	18
Live animals	18

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	11
Animal,vegetable fats and oils, cleavage products, etc	9
Products of animal origin, nes	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Meat, fish and seafood food preparations nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Cereal, flour, starch, milk preparations and products	2
Lac, gums, resins, vegetable saps and extracts nes	2
Dairy products, eggs, honey, edible animal product nes	1
Vegetable, fruit, nut, etc food 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	21
Japan	17
USA	5
Netherlands	4
Poland	4

By regions

Region	Percent
Asia	29
Western Europe	28
Northern Europe	13
Eastern Europe	13
Northern America	6

Catalogue of Diversification Opportunities 2022

Spain	3	Southern Europe	5
Egypt	3	Northern Africa	4
Viet Nam	3		
China	3		
Denmark	3		
Russian Federation	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
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(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

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
	(293359) Heterocyclic compounds with pyrimidine ring nes, \$34-398	DE 88.9	BR 51.9	IT 43.3	450.0
	(293500) Sulphonamides in bulk, \$31-392	NL 53.2	BE 37.1	SI 36.1	385.4
	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
Pharmaceutical products	(300220) Vaccines, human use, \$2379-9410	US 3300.4	GB 1484.6	CN 890	6344.2
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
	(300390) Medicaments nes, formulated, in bulk, \$136-318	ES 44.7	AT 38.9	NL 33.2	214.8
	(300510) Medical dressings etc. having an adhesive layer, \$51-108	FR 98.7	CN 23.3	US 16.7	212.5
Plastics and articles thereof	(390930) Amino-resins nes, in primary forms, \$0-1	FR 104.2	VN 92.2	TR 65.1	495.5
	(390311) Polystyrene, expansible in primary forms, \$0-1	IT 50.9	RO 50.2	UA 21.5	228.9
	(390910) Urea resins, thiourea resins, in primary forms, \$0-1	FR 122.6	RO 8.9	BY 7.7	160.2

Catalogue of Diversification Opportunities 2022

	(390511) Polyvinyl acetate, in aqueous dispersion, primary for, \$0-1	FR 29.9	DE 24.3	CN 22.1	141.3
	(391400) Ion exchangers based on polymers in primary forms, \$0-3	MY 15.5	FR 15	DE 9.7	99.6
Paper & paperboard, articles of pulp, paper and board	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1
	(481091) Paper, multi-ply, clay coated, nes, \$0-0	FR 98.3	CZ 32.1	MY 22.8	290.9
	(481039) Paper, kraft, clay coated, nes, \$0-4	US 123.3	CA 91.7	IE 7.4	257.1
	(480510) Paper, fluting, in rolls, semi-chemical, uncoated, \$0-0	ES 28.5	CN 21.6	SA 20.1	122.5
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
	(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
	(732010) Leaf springs/leaves thereof, iron or steel, \$18-41	CN 30.9	CZ 2.3	SA 2.2	41.7
	(730620) Casings, circular, iron/steel, oil/gas drilling <406mm, \$1-23	NO 5.1	BN 3.3	CO 2.9	34.9
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

Catalogue of Diversification Opportunities 2022

	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(845811) Horizontal numerically controlled metal work lathes, \$20585-118730	RU 124.9	IN 48.1	PL 46.3	373.6
	(845121) Drying machines, capacity <10 kg, except washer-drier, \$338-388	GB 121.7	PL 39.6	KR 32.3	353.3
	(842833) Continuous action goods conveyor or elevator belt typ, \$1505-19952	US 170.1	CH 70.9	CA 34.7	344.0
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(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
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(853120) Indicator panels incorporating electronic displays, \$348-846	PH 187.1	CH 1.6	CL 1.1	193.3
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$86409-165647	US 1631.8	CN 373.6	GB 296.1	3157.7
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(870490) Trucks nes, \$4464-30112	GB 149	RO 18.4	SG 17.5	300.6

Catalogue of Diversification Opportunities 2022

	(870790) Bodies for tractors, buses, trucks etc, \$8466-20689	GB 74	NL 37.3	CO 31.8	208.5
Optical, photo, technical, medical, etc apparatus	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28	US 350.7	IN 8.8	HK 6.6	376.5
	(901020) Equipment for photographic laboratories nes, \$189-17304	SG 85	JP 64	TH 61.4	309.7
	(901849) Instruments and appliances, used in dentistry, \$2-80	US 176.3	CN 15.4	TH 7.1	218.5

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	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020900) Pig and poultry fat, unrendered, \$0-0	CZ 4.9	SK 4.5	GB 4.2	30.4
	(020722) Turkeys, domestic, whole, frozen, \$2-4	GB 8.1	GR 1.4	AE 1.3	14.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8

Catalogue of Diversification Opportunities 2022

	(030262) Haddock, fresh or chilled, whole, \$2-9	GB 9	FR 3.6	IE .3	13.6
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
Milling products, malt, starches, inulin, wheat gluten	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110811) Wheat, starch, \$0-1	FI 13.5	GB 3.7	US 2.8	30.6
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120500) Rape or colza seeds, \$8-21	FR 8.8	EE 2.8	BY 2.1	23.1
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$0-12	DO 22.4	DE 15.9	IN 3.7	75.5
	(130220) Pectic substances, pectinates, pectates, \$42-104	ID .7	NG .1	MY .1	1.0

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-0	JP 23.8	DK 14.4	VN 10.1	90.8
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$15-56	KR 28.8	UA 4.9	FR 3.4	45.9
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(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	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
Cereal, flour, starch, milk preparations and products	(190190) Malt extract & limited cocoa pastrycooks products nes, \$10-24	CN 33.2	ID 21.3	LK 9	67.9
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
Vegetable, fruit, nut, etc food preparations	(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
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31	FI .3	CN .3	JP .1	1.0
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2

Catalogue of Diversification Opportunities 2022

	(230110) Flour or meal, pellet of meat or offal for animal fee, \$0-0	MY 19.3	MM 17.9	US 10.4	108.5
Tobacco and manufactured tobacco substitutes	(240399) Products of tobacco, substitutes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1

Madagascar

Basic statistics

Current diversification (number of products)	3,234	Potential new products more complex (percentage)	71
Potential new products	3,813	Export opportunity in more complex products (percentage)	38
Potential new products more complex than the country's average	2,690	Import replacement opportunity in more complex products (percentage)	29

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	8
Plastics and articles thereof	8
Electrical, electronic equipment	7
Optical, photo, technical, medical, etc apparatus	7
Vehicles other than railway, tramway	5
Iron and steel	5
Pharmaceutical products	4
Miscellaneous chemical products	3
Articles of iron or steel	3
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	14
China	7
France	6
Germany	6
Italy	4
United Kingdom	4
Thailand	4
Netherlands	3
Japan	3
India	3
Belgium	3
Others	27

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	16
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Edible fruit, nuts, peel of citrus fruit, melons	16
Dairy products, eggs, honey, edible animal product nes	10

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	10
Vegetable, fruit, nut, etc food preparations	9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	8
Animal,vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	6
Cereal, flour, starch, milk preparations and products	6
Tobacco and manufactured tobacco substitutes	5
Cereals	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Sugars and sugar confectionery	3
Residues, wastes of food industry, animal fodder	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	15
Germany	9
United Kingdom	8
China	7

By regions

Region	Percent
Asia	33
Western Europe	18
Northern America	17
Northern Europe	14

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	5	Southern Europe	7
Japan	4	Eastern Europe	6
Italy	4		
Netherlands	3		
France	3		
United Arab Emirates	3		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4

Catalogue of Diversification Opportunities 2022

	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3

Catalogue of Diversification Opportunities 2022

Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$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, nes, \$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	FR 263	IT 60.8	ES 39.7	560.2
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
	(730210) Railway/tramway rails, iron or steel, \$0-4	SE 37.7	BY 34	IN 30	262.2
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3

Catalogue of Diversification Opportunities 2022

	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020321) Swine carcasses and half carcasses, frozen, \$2-5	HK 16.6	DO 2.7	MO 2.4	27.6
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(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
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2

Catalogue of Diversification Opportunities 2022

	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110429) Cereals, hulled, pearled, sliced or kibbled nes, \$0-2	CN 23.4	PL 5.5	FR 4.5	44.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-0	TR 184.9	FR 123.2	BG 102.2	651.4
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120400) Linseed, \$0-3	FR 6.7	DE 3.8	AU 1.2	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7

Catalogue of Diversification Opportunities 2022

	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6

Catalogue of Diversification Opportunities 2022

	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(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	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Malawi

Basic statistics

Current diversification (number of products)	1,311	Potential new products more complex (percentage)	72
Potential new products	3,956	Export opportunity in more complex products (percentage)	35
Potential new products more complex than the country's average	2,839	Import replacement opportunity in more complex products (percentage)	33

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Electrical, electronic equipment	9
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Iron and steel	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Miscellaneous chemical products	3
Wood and articles of wood, wood charcoal	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	15
France	7
China	6
Germany	5
United Kingdom	4
Thailand	4
India	3
Netherlands	3
Italy	3
Rep. of Korea	3
Japan	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
Northern Europe	7
Eastern 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
Dairy products, eggs, honey, edible animal products	17
Edible fruit, nuts, peel of citrus fruit, melons	14

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	10
Vegetable, fruit, nut, etc food preparations	9
Beverages, spirits and vinegar	9
Meat and edible meat offal	7
Cocoa and cocoa preparations	7
Meat, fish and seafood food preparations nes	6
Animal,vegetable fats and oils, cleavage products, etc	5
Cereals	3
Miscellaneous edible preparations	3
Sugars and sugar confectionery	2
Edible vegetables and certain roots and tubers	2
Lac, gums, resins, vegetable saps and extracts nes	1
Sum of others with smaller share	5

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

By countries

Country	Percent
China	10
USA	10
United Kingdom	8
Germany	8

By regions

Region	Percent
Asia	36
Western Europe	22
Northern Europe	13
Northern America	12

Catalogue of Diversification Opportunities 2022

France	7	Eastern Europe	8
Russian Federation	5	Southern Europe	4
Netherlands	4		
China, Hong Kong SAR	4		
Japan	3		
United Arab Emirates	3		
Philippines	3		
Others	23		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8

Catalogue of Diversification Opportunities 2022

	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(440130) Sawdust, wood waste or scrap, \$0-0	IT 166.6	DK 146.5	BE 109.6	608.4
	(441010) Particle board of wood, \$0-1	NL 76.3	TJ 28.4	PE 20.2	251.2
	(441520) Wooden pallets, box pallets and load boards, \$0-7	AT 111.4	BE 26	RO 17.5	233.1
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1	FR 206.4	CZ 37.6	ES 34.1	468.6
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(840820) Engines, diesel, for motor vehicles, \$0-771	US 242	GB 208.1	SK 149.8	776.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
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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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(021019) Swine meat, salted/dried/smoked ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5

Catalogue of Diversification Opportunities 2022

	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9

Catalogue of Diversification Opportunities 2022

	(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 preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180400) Cocoa butter, fat, oil, \$0-5	FR 214.7	DE 65.4	CH 28.3	423.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
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
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Malaysia

Basic statistics

Current diversification (number of products)	15,505	Potential new products more complex (percentage)	82
Potential new products	925	Export opportunity in more complex products (percentage)	70
Potential new products more complex than the country's average	761	Import replacement opportunity in more complex products (percentage)	50

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Pharmaceutical products	18
Organic chemicals	14
Vehicles other than railway, tramway	9
Iron and steel	9
Machinery & mech appliance etc	7
Meat and edible meat offal	5
Pulp of wood, fibrous cellulosic material, waste etc	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	23

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

By countries

Country	Percent
USA	19
China	10
Germany	8
United Kingdom	7
France	5
Italy	4
Switzerland	3
Singapore	3
Japan	3
Others	22

By regions

Region	Percent
Asia	30
Western Europe	21
Northern America	20
Northern Europe	11
Southern Europe	7
Eastern Europe	6

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
Fish, crustaceans, molluscs, aquatic invertebrates nes	28
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	18
Dairy products, eggs, honey, edible animal product nes	4

Catalogue of Diversification Opportunities 2022

Milling products, malt, starches, inulin, wheat gluten	4
Meat, fish and seafood food preparations nes	4
Residues, wastes of food industry, animal fodder	2
Products of animal origin, nes	1
Edible vegetables and certain roots and tubers	1
Animal,vegetable fats and oils, cleavage products, etc	1
Live animals	1
Edible fruit, nuts, peel of citrus fruit, melons	1

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

By countries

Country	Percent
Germany	21
France	10
USA	8
Italy	6
Japan	6
United Kingdom	5
China, Hong Kong SAR	5
China	4
Poland	3

By regions

Region	Percent
Western Europe	37
Asia	23
Eastern Europe	11
Northern America	9
Northern Europe	9
Southern Europe	9

Netherlands	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	
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$0-7	FR 590.9	IT 288.8	DE 258.9	1625.0
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030710) Oysters, \$6-13	US 5.8	CN 3.8	DE 3.1	28.2

Catalogue of Diversification Opportunities 2022

	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
Inorganic chemicals, precious metal compound, isotopes	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(281830) Aluminium hydroxide, \$0-0	GB 32.8	ES 19.1	FR 8.7	132.4
	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(284321) Silver nitrate, \$336-776	BE 32.5	CZ 19.5	SG 4.1	60.7
	(282520) Lithium oxide and hydroxide, \$0-12	NL 12.4	IN 12.3	FR 7.6	54.0
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
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6

Catalogue of Diversification Opportunities 2022

	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
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
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
	(300239) Vaccines, veterinary use, except foot and mouth, \$252-563	NL 67.2	IT 60.9	JP 39.2	410.9
	(300640) Dental cements and other dental fillings, bone cement, \$281-597	DE 34	CN 33.2	NL 28.9	167.9
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
	(470100) Mechanical wood pulp, \$4-14	JP .1	KR 0	BE 0	0.2
Iron and steel	(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
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8

Catalogue of Diversification Opportunities 2022

	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	JP 95.9	IN 64.1	EG 32.6	312.8
Machinery & mech appliance etc	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(843351) Combine harvester-threshers, \$11623-130888	RU 57.9	PH 51.5	US 36.5	306.6
	(845121) Drying machines, capacity <10 kg, except washer-drier, \$0-338	IT 47	US 42.3	FR 28.5	243.5
	(841989) Machinery for treatment by temperature change nes, \$28821-105099	PK 149.6	CN 56.4	IN 24.3	241.7
	(843230) Seeders, planters and transplanters, \$25671-62524	RU 56.5	NG 42.1	AU 35.8	225.3
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$86409-165647	US 1631.8	CN 373.6	GB 296.1	3157.7
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(871150) Motorcycles, spark ignition engine of > 800 cc, \$11548-21728	GB 47.9	SG 45.4	DE 42.1	240.2
	(870540) Mobile concrete mixers, \$26877-75384	VN 52.2	KH 27.7	MA 14.9	219.5
	(870310) Snowmobiles, golf cars, similar vehicles, \$2650-7723	RU 57.7	NG 15.2	SA 9.1	136.5

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, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$0-7	FR 590.9	IT 288.8	DE 258.9	1625.0
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030710) Oysters, \$6-13	US 5.8	CN 3.8	DE 3.1	28.2
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	(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
	(041000) Edible products of animal origin nes, \$0-5	NL 9.7	GB 5.7	TH 5.2	25.5
	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2
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
	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
	(051110) Semen bovine, \$37845-63374	MY .1	BY .1	PY 0	0.2
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
	(070970) Spinach fresh or chilled, \$5-11	DK .8	DO .3	HK .2	2.3
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
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110820) Inulin, \$43-84	ES 0	FI 0	SV 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2

Catalogue of Diversification Opportunities 2022

	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
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
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
	(150590) Derivatives of wool grease (including lanolin), \$6-16	TH 1.2	NL .7	DE .6	6.8
	(151511) Linseed oil, crude, \$1-8	ES .7	FR .6	CN .5	3.0
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
	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
	(160220) Livers of any animal prepared or preserved, \$3-12	GB 6.7	RO 1.7	DK .5	12.4

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200840) Pears, otherwise prepared or preserved, \$1-2	US 6.2	CA 4.5	BE 1.7	17.4
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

Maldives

Basic statistics

Current diversification (number of products)	1,048	Potential new products more complex (percentage)	73
Potential new products	3,374	Export opportunity in more complex products (percentage)	44
Potential new products more complex than the country's average	2,468	Import replacement opportunity in more complex products (percentage)	26

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Plastics and articles thereof	9
Electrical, electronic equipment	8
Pharmaceutical products	7
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Organic chemicals	4
Iron and steel	3
Miscellaneous chemical products	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	14
France	7
Germany	7
China	6
Thailand	4
Netherlands	4
United Kingdom	4
Japan	3
Italy	3
India	3
Others	30

By regions

Region	Percent
Asia	34
Western Europe	22
Northern America	15
Eastern Europe	8
Northern Europe	7
Southern Europe	7
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
Dairy products, eggs, honey, edible animal products	17
Edible fruit, nuts, peel of citrus fruit, melons	12
Cereals	10

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	10
Animal,vegetable fats and oils, cleavage products, etc	9
Cereal, flour, starch, milk preparations and products	7
Cocoa and cocoa preparations	6
Miscellaneous edible preparations	4
Edible vegetables and certain roots and tubers	4
Meat and edible meat offal	4
Meat, fish and seafood food preparations nes	4
Live trees, plants, bulbs, roots, cut flowers etc	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	13
Germany	6
United Kingdom	6
France	6
Russian Federation	6

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	14
Eastern Europe	11
Northern Europe	10

Catalogue of Diversification Opportunities 2022

China	5	Southern Europe	4
Netherlands	5		
Japan	4		
United Arab Emirates	3		
Viet Nam	3		
Philippines	3		
Others	29		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(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
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0

Catalogue of Diversification Opportunities 2022

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
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
	(721012) Flat rolled iron or non-alloy steel, coated with tin, w >600mm, t <0.5m, \$0-1	PH 43.8	UA 26.4	ZA 19.6	268.6
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9

Catalogue of Diversification Opportunities 2022

	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(841360) Rotary positive displacement pumps nes, \$0-112	CN 190.7	US 153.2	DE 92.2	608.7
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
Optical, photo, technical, medical, etc apparatus	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(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

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
	(020710) Poultry, domestic, whole, fresh or chilled, \$5-10	KW 7.8	NL 6.1	HK .7	16.6
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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1

Catalogue of Diversification Opportunities 2022

	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(070190) Potatoes, fresh or chilled except seed, \$0-0	BE 174.3	MY 47.7	UA 41.6	516.5
	(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
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-0	FR 28.1	DE 5.3	RO 4.7	61.6
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2

Catalogue of Diversification Opportunities 2022

	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$0-1	FR 132.4	CL 61.3	PL 44.4	384.7
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1

Catalogue of Diversification Opportunities 2022

	(160413) Sardine, brisling, sprat prepared/preserved, not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180500) Cocoa powder, unsweetened, \$2-6	US 63.9	CN 31.5	NL 16.6	223.3
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210610) Protein concentrates and textured protein substances, \$0-2	NL 27.2	FR 22.5	GB 11	105.3
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Mali

Basic statistics

Current diversification (number of products)	1,724	Potential new products more complex (percentage)	74
Potential new products	3,972	Export opportunity in more complex products (percentage)	43
Potential new products more complex than the country's average	2,944	Import replacement opportunity in more complex products (percentage)	37

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Plastics and articles thereof	9
Electrical, electronic equipment	7
Organic chemicals	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Miscellaneous chemical products	3
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	14
China	6
France	6
Germany	5
Thailand	4
United Kingdom	4
Netherlands	4
India	3
Rep. of Korea	3
Italy	3
Japan	3
Others	29

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	16
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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	16
Dairy products, eggs, honey, edible animal product nes	14

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	9
Cocoa and cocoa preparations	9
Animal,vegetable fats and oils, cleavage products, etc	8
Cereal, flour, starch, milk preparations and products	8
Meat, fish and seafood food preparations nes	7
Vegetable, fruit, nut, etc food preparations	5
Meat and edible meat offal	5
Cereals	4
Miscellaneous edible preparations	3
Sugars and sugar confectionery	3
Beverages, spirits and vinegar	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	10
United Kingdom	7
China	6
Germany	6

By regions

Region	Percent
Asia	37
Western Europe	18
Northern America	12
Northern Europe	12

Catalogue of Diversification Opportunities 2022

France	6	Eastern Europe	8
Japan	4	Southern Europe	6
Rep. of Korea	4		
Russian Federation	4		
China, Hong Kong SAR	3		
United Arab Emirates	3		
Italy	3		
Netherlands	3		
Philippines	3		
Others	27		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0

Catalogue of Diversification Opportunities 2022

	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7

Catalogue of Diversification Opportunities 2022

	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steels, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5

Catalogue of Diversification Opportunities 2022

	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-0	FR 28.1	DE 5.3	RO 4.7	61.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(151800) Processed animal, vegetable oils, industrial preparations, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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
Meat, fish and seafood food preparations	(160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6	JP 140.7	NL 48.3	IE 39.7	480.1
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180400) Cocoa butter, fat, oil, \$0-5	FR 214.7	DE 65.4	CH 28.3	423.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4

Catalogue of Diversification Opportunities 2022

Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220850) Gin and Geneva, \$0-7	FR 37.1	ZA 12.2	RU 11.9	82.2
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Malta

Basic statistics

Current diversification (number of products)	5,991	Potential new products more complex (percentage)	75
Potential new products	3,516	Export opportunity in more complex products (percentage)	52
Potential new products more complex than the country's average	2,643	Import replacement opportunity in more complex products (percentage)	38

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	16
Vehicles other than railway, tramway	11
Electrical, electronic equipment	5
Iron and steel	5
Organic chemicals	5
Optical, photo, technical, medical, etc apparatus	5
Plastics and articles thereof	5
Inorganic chemicals, precious metal compound, isotopes	4
Copper and articles thereof	3
Miscellaneous chemical products	3
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	11
China	10
France	6
Germany	6
United Kingdom	4
Rep. of Korea	3
Thailand	3
India	3
Italy	3
Japan	3
Netherlands	3
Others	30

By regions

Region	Percent
Asia	38
Western Europe	20
Northern America	13
Northern Europe	8
Eastern 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
Animal,vegetable fats and oils, cleavage products, etc	14
Cereal, flour, starch, milk preparations and products	12

Catalogue of Diversification Opportunities 2022

Meat, fish and seafood food preparations nes	10
Meat and edible meat offal	10
Cereals	9
Cocoa and cocoa preparations	8
Vegetable, fruit, nut, etc food preparations	6
Dairy products, eggs, honey, edible animal product nes	5
Live animals	4
Residues, wastes of food industry, animal fodder	4
Milling products, malt, starches, inulin, wheat gluten	3
Edible vegetables and certain roots and tubers	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	7

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

By countries

Country	Percent
China	18
USA	10
Japan	7
France	5

By regions

Region	Percent
Asia	40
Western Europe	19
Northern America	13
Northern Europe	9

Catalogue of Diversification Opportunities 2022

Germany	5	Eastern Europe	8
Netherlands	4	Southern Europe	6
United Kingdom	4		
Belgium	4		
Canada	3		
Russian Federation	3		
Spain	3		
Thailand	3		
Others	21		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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

Catalogue of Diversification Opportunities 2022

	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3
Organic chemicals	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
	(290110) Saturated acyclic hydrocarbons, \$1-17	FI 267.7	FR 26.2	ID 15	327.6
	(293090) Organo-sulphur compounds, nes, \$0-4	IN 93.2	FR 57	US 56.7	308.3
	(292690) Nitrile-function compounds, nes, \$7-32	BR 82.3	JP 50.4	US 37	307.4
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
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(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

Catalogue of Diversification Opportunities 2022

	(390930) Amino-resins nes, in primary forms, \$0-1	FR 104.2	VN 92.2	TR 65.1	495.5
	(392119) Sheet etc, cellular of plastics nes, \$52-171	US 262	KR 63.9	FR 28.4	404.0
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(722830) Bar/rod, alloy steel nes,nfw hot rolled/drawn/extrude, \$0-1	SE 75.7	KH 65.8	CN 43.2	403.8
Copper and articles thereof	(740311) Copper cathodes and sections of cathodes unwrought, \$6-6	AE 1449.3	IN 336	EG 237.1	2902.6
	(740811) Wire of refined copper > 6mm wide, \$6-10	IT 307	GB 268.9	ES 104.6	1004.5
	(741110) Pipes or tubes, refined copper, \$0-7	IN 151.5	FR 113.7	DE 102.2	945.8
	(740710) Bars, rods & profiles of refined copper, \$0-7	SA 135.8	PH 76.3	VN 19.1	337.5
	(741011) Foil of refined copper, not backed, t < 0.15mm, \$7-32	US 51.8	PL 46.8	KR 29.2	184.9
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

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(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
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
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
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6

Catalogue of Diversification Opportunities 2022

	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
Optical, photo, technical, medical, etc apparatus	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(902111) Artificial joints, \$1061-2135	FR 315.8	CH 165.9	GB 101.2	809.7
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4
	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3

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	(010392) Swine, live except pure-bred breeding > 50 kg, \$165-223	DE 86	GB 56.8	HU 48	300.7
	(010391) Swine, live except pure-bred breeding < 50 kg, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020630) Swine edible offal, fresh or chilled, \$0-0	SE 27	FR 16.5	GH .1	43.6

Catalogue of Diversification Opportunities 2022

	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020649) Swine edible offal, frozen except livers, \$0-0	NL 6.1	FR 2.9	CD 2.4	17.7
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030371) Sardines,brisling,sprats, frozen, whole, \$0-2	TH 48.4	CI 10.2	PH 9.4	120.4
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(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
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
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(070920) Asparagus, fresh or chilled, \$3-8	CH 10	NO 5.8	CA 4.2	48.3
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1

Catalogue of Diversification Opportunities 2022

	(100810) Buckwheat, \$2-5	SE .1	QA .1	DK .1	0.7
Milling products, malt, starches, inulin, wheat gluten	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110412) Oats, rolled or flaked grains, \$2-4	HK 16.2	SA 11.6	US 1.8	34.3
	(110811) Wheat, starch, \$0-1	FI 13.5	GB 3.7	US 2.8	30.6
	(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
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(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
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(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

Catalogue of Diversification Opportunities 2022

	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15	US 111.1	CA 30.3	DE 16.7	183.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160231) Turkey meat, offal prepared or preserved, except live, \$3-7	AT 10	SK 3.3	SA 3.1	34.1
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(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

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200551) Beans, shelled, not prepared/preserved, frozen/vinega, \$0-1	DE 8.9	YE 5.1	FR 3.6	40.1
	(200870) Peaches, otherwise prepared or preserved, \$0-1	FR 13.7	UY 4.9	AU 2.9	33.1
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-0	DK 5.6	RO 3.7	HU 3.4	30.1
	(200990) Mixtures of juices not fermented or spirited, \$8-24	DE 14.4	AF 6.6	AT 1.7	27.4
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
	(230110) Flour or meal, pellet of meat or offal for animal fee, \$0-0	MY 19.3	MM 17.9	US 10.4	108.5
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8

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Basic statistics

Current diversification (number of products)	444	Potential new products more complex (percentage)	68
Potential new products	3,380	Export opportunity in more complex products (percentage)	32
Potential new products more complex than the country's average	2,313	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
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	4
Vehicles other than railway, tramway	4
Paper & paperboard, articles of pulp, paper and board	4
Organic chemicals	4
Articles of iron or steel	4
Articles of apparel, accessories, knit or crochet	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	16
France	8
Germany	6
China	5
United Kingdom	4
Thailand	4
Russian Federation	3
Netherlands	3
India	3
Italy	3
Japan	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	22
Northern America	17
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
Vegetable, fruit, nut, etc food preparations	13
Cocoa and cocoa preparations	12

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	12
Edible fruit, nuts, peel of citrus fruit, melons	11
Cereal, flour, starch, milk preparations and products	10
Animal,vegetable fats and oils, cleavage products, etc	8
Miscellaneous edible preparations	7
Meat, fish and seafood food preparations nes	6
Edible vegetables and certain roots and tubers	4
Live trees, plants, bulbs, roots, cut flowers etc	3
Cereals	3
Beverages, spirits and vinegar	2
Milling products, malt, starches, inulin, wheat gluten	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	12
United Kingdom	8
Germany	6
France	6

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	14
Northern Europe	13

Catalogue of Diversification Opportunities 2022

Netherlands	5	Eastern Europe	9
Russian Federation	5	Southern Europe	5
China	5		
United Arab Emirates	4		
Japan	4		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

Catalogue of Diversification Opportunities 2022

	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
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

Catalogue of Diversification Opportunities 2022

	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514	IT 273.4	ES 175.9	CO 73.3	1238.7
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(871200) Bicycles, other cycles, not motorized, \$495-1162	GB 86.6	IT 29.2	BE 18.7	218.8
	(870821) Safety seat belts for motor vehicles, \$13-56	ES 56.8	GB 52.6	BR 28.6	216.3
Optical, photo, technical, medical, etc apparatus	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

Catalogue of Diversification Opportunities 2022

	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Dairy products, eggs, honey, edible animal products	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5

Catalogue of Diversification Opportunities 2022

	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3

Catalogue of Diversification Opportunities 2022

	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1

Catalogue of Diversification Opportunities 2022

	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-0	GB 34.8	AE 27.1	NL 25.4	291.5
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3

Catalogue of Diversification Opportunities 2022

	(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
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Mauritania

Basic statistics

Current diversification (number of products)	1,174	Potential new products more complex (percentage)	74
Potential new products	3,548	Export opportunity in more complex products (percentage)	45
Potential new products more complex than the country's average	2,631	Import replacement opportunity in more complex products (percentage)	56

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Plastics and articles thereof	9
Electrical, electronic equipment	8
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	3
Miscellaneous chemical products	3
Vehicles other than railway, tramway	3
Iron and steel	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	14
France	7
China	5
Germany	5
United Kingdom	4
Thailand	4
Netherlands	3
Russian Federation	3
Canada	3
Italy	3
Rep. of Korea	3
India	3
Japan	3
Others	29

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	17
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
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Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	15
Edible fruit, nuts, peel of citrus fruit, melons	12
Cereals	11
Residues, wastes of food industry, animal fodder	10
Cereal, flour, starch, milk preparations and products	9
Vegetable, fruit, nut, etc food preparations	9
Animal, vegetable fats and oils, cleavage products, etc	7
Cocoa and cocoa preparations	6
Live trees, plants, bulbs, roots, cut flowers etc	3
Meat and edible meat offal	3
Miscellaneous edible preparations	3
Meat, fish and seafood food preparations	3
Edible vegetables and certain roots and tubers	2
Beverages, spirits and vinegar	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	9
Russian Federation	8

By regions

Region	Percent
Asia	36
Western Europe	18

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Northern Europe	12
France	6	Eastern Europe	11
Germany	6	Northern America	10
Rep. of Korea	4	Southern Europe	4
United Arab Emirates	4	Oceania	3
Japan	3		
China, Hong Kong SAR	3		
China	3		
Philippines	3		
Denmark	3		
Netherlands	3		
Others	27		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3

Catalogue of Diversification Opportunities 2022

	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5

Catalogue of Diversification Opportunities 2022

	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	JP 95.9	IN 64.1	EG 32.6	312.8
	(721633) Sections, H, iron or non-alloy steel, nfw hot-roll/drawn/extruded > 80m, \$0-1	US 70.2	VN 38.5	PE 18.1	274.4
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7

Catalogue of Diversification Opportunities 2022

	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514	IT 273.4	ES 175.9	CO 73.3	1238.7
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(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
	(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

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	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
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
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6

Catalogue of Diversification Opportunities 2022

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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3	US 18.7	CH 15.5	SE 4.3	57.5
	(060210) Cuttings and slips, not rooted, \$0-0	US 26	NL 16.5	CA 3.4	50.4
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
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
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, nes, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5

Catalogue of Diversification Opportunities 2022

Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
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
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(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
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9

Catalogue of Diversification Opportunities 2022

	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230910) Dog or cat food (retail), \$0-1	GB 167.5	FR 54.4	SE 34.5	480.5
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Mauritius

Basic statistics

Current diversification (number of products)	6,000	Potential new products more complex (percentage)	81
Potential new products	3,398	Export opportunity in more complex products (percentage)	58
Potential new products more complex than the country's average	2,746	Import replacement opportunity in more complex products (percentage)	50

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Iron and steel	10
Organic chemicals	10
Vehicles other than railway, tramway	8
Electrical, electronic equipment	6
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	5
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Articles of iron or steel	2
Sum of others with smaller share	34

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

By countries

Country	Percent
USA	11
China	10
Germany	6
France	6
Italy	4
United Kingdom	4
Thailand	3
India	3
Rep. of Korea	3
Japan	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	39
Western Europe	20
Northern America	12
Southern Europe	8
Northern Europe	7
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
Meat and edible meat offal	28
Cereals	19

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	10
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Animal,vegetable fats and oils, cleavage products, etc	6
Dairy products, eggs, honey, edible animal product nes	5
Meat, fish and seafood food preparations nes	4
Milling products, malt, starches, inulin, wheat gluten	4
Vegetable, fruit, nut, etc food preparations	3
Residues, wastes of food industry, animal fodder	3
Lac, gums, resins, vegetable saps and extracts nes	2
Miscellaneous edible preparations	2
Edible vegetables and certain roots and tubers	2
Cereal, flour, starch, milk preparations and products	1
Sum of others with smaller share	5

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

By countries

Country	Percent
China	23
USA	9
Germany	8
China, Hong Kong SAR	5

By regions

Region	Percent
Asia	46
Western Europe	17
Northern America	10
Northern Europe	7

Catalogue of Diversification Opportunities 2022

Viet Nam	4	Southern Europe	6
France	3	Eastern Europe	5
United Kingdom	3	South America	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	
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8

Catalogue of Diversification Opportunities 2022

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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(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
Electrical, electronic equipment	(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
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850910) Domestic vacuum cleaners, \$158-297	AU 170	IT 93.4	HK 34.9	486.6
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870331) Automobiles, diesel engine of <1500 cc, \$16275-32659	IT 1372.2	BE 715.6	PT 419.8	3740.6
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
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

Catalogue of Diversification Opportunities 2022

	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
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
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9

Catalogue of Diversification Opportunities 2022

	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-0	IT 35.4	IE 24.8	PH 4.7	79.9
Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(080540) Grapefruit, fresh or dried, \$0-1	PL 15.2	IT 5.3	NL 5.1	55.0
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5

Catalogue of Diversification Opportunities 2022

	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130120) Gum arabic, \$2-8	US 13.2	JP 2.4	DE 1.6	26.1
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
Vegetable, fruit, nut, etc food preparations	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3

Catalogue of Diversification Opportunities 2022

	(210130) Chicory & other coffee substitutes, roasted & product, \$3-14	DE 4	IT 2.2	RU 1.9	15.1
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6

Mexico

Basic statistics

Current diversification (number of products)	17,037	Potential new products more complex (percentage)	84
Potential new products	922	Export opportunity in more complex products (percentage)	62
Potential new products more complex than the country's average	771	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
Pharmaceutical products	12
Nickel and articles thereof	9
Machinery & mech appliance etc	9
Organic chemicals	8
Inorganic chemicals, precious metal compound, isotopes	7
Iron and steel	7
Pulp of wood, fibrous cellulosic material, waste etc	6
Optical, photo, technical, medical, etc apparatus	3
Meat and edible meat offal	3
Mineral fuels, oils, distillation products, etc	3
Sum of others with smaller share	33

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

By countries

Country	Percent
USA	15
China	12
Germany	8
Italy	6
France	5
Netherlands	4
Rep. of Korea	3
Japan	3
United Kingdom	3
Others	22

By regions

Region	Percent
Asia	33
Western Europe	22
Northern America	17
Southern Europe	9
Northern Europe	7
Eastern Europe	7

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	19
Oil seed, oleagc fruits, grain, seed, fruit, etc, nes	16
Animal,vegetable fats and oils, cleavage products, etc	16
Fish, crustaceans, molluscs, aquatic invertebrates nes	14
Live animals	12

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	6
Residues, wastes of food industry, animal fodder	6
Products of animal origin, nes	4
Milling products, malt, starches, inulin, wheat gluten	3
Meat, fish and seafood food preparations nes	2
Miscellaneous edible preparations	1
Cereals	1

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

By countries

Country	Percent
Germany	23
China	10
USA	8
United Kingdom	5
Netherlands	5
Finland	4
Poland	4
Belgium	3
Russian Federation	3
Others	18

By regions

Region	Percent
Western Europe	35
Asia	21
Northern Europe	13
Eastern Europe	12
Northern America	9
Southern Europe	6

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	
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(020319) Swine cuts, fresh or chilled, nes, \$0-2	HU 29.3	DK 15.9	GB 11.1	87.1
	(021019) Swine meat, salted/dried/smoked ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
Mineral fuels, oils, distillation products, etc	(271312) Petroleum coke, calcined, \$0-0	AU 229.7	IN 172.9	NO 128.5	792.3
	(270730) Xylole, \$0-0	CN 157.4	TH 74.5	IN 64.3	370.5
	(270810) Pitch, \$0-1	US 89.1	BR 19.9	AU 14.4	167.7
	(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	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1

Catalogue of Diversification Opportunities 2022

	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(282520) Lithium oxide and hydroxide, \$12-38	JP 402.5	KR 161.6	ES 3.5	581.8
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(281830) Aluminium hydroxide, \$0-0	GB 32.8	ES 19.1	FR 8.7	132.4
Organic chemicals	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
	(290531) Ethylene glycol (ethanediol), \$0-0	ID 112	GB 96	VN 21.8	291.0
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$89-203	US 135.3	CH 61	CN 17.1	267.8
	(291712) Adipic acid, its salts & esters, \$1-4	CA 121.8	JP 34.9	ES 23.5	208.7
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$566-1947	DE 63.1	SA 47.2	KR 20.5	200.6
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
	(470500) Semi-chemical wood pulp, \$0-0	EG 114.5	NL 27.5	DE 15.8	178.3

Catalogue of Diversification Opportunities 2022

	(470429) Chem wood pulp, sulphite, non-coniferous, bleached, \$0-1	US 2.3	ET 1.2	ES .6	4.7
Iron and steel	(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
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
	(720110) Pig iron, non-alloy, <0.5% phosphorus, \$0-1	DE 92.8	KR 54	BY 42.7	288.5
	(721310) Hot rolled bar/rod grooved iron or non-alloy steel in irregular coils, \$0-0	AT 80.5	YE 63.1	SG 22.9	262.7
	(722550) Cold rolled alloy-steel, width >600mm, nes, \$0-0	CO 76	FR 65.1	IT 18.3	199.7
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$13-16	CN 985.7	US 879.2	DE 461.3	3935.8
	(750210) Nickel unwrought, not alloyed, \$0-13	MY 252.7	IN 103.9	FR 78.2	528.7
	(750712) Tubes and pipe, nickel alloy, \$96-200	US 48.1	CN 28.5	SG 4.3	84.0
	(750610) Plates, sheet, strip and foil, nickel, not alloyed, \$20-104	DE 7.4	KR 3.5	US 2.8	20.5
	(750610) Plates, sheet, strip and foil, nickel, not alloyed, \$104-228	FR .6	US .2	PL .1	1.4
Machinery & mech appliance etc	(845811) Horizontal numerically controlled metal work lathes, \$118730-265948	US 85.7	IT 41	CN 30.8	301.7
	(842240) Packing or wrapping machinery nes, \$66673-180950	CN 129.9	CA 54.7	AU 39.4	282.2
	(842620) Tower cranes, \$63322-117540	RU 68.5	SG 31.8	GB 19.9	268.4

Catalogue of Diversification Opportunities 2022

	(842691) Cranes designed for mounting on road vehicles, \$35478-75354	GB 129.6	DE 45.7	CA 33.9	258.4
	(841989) Machinery for treatment by temperature changes, \$28821-105099	PK 149.6	CN 56.4	IN 24.3	241.7
Optical, photo, technical, medical, etc apparatus	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(901320) Lasers, other than laser diodes, \$5888-14524	US 378.7	TH 10	MY 8.9	408.6
	(900390) Parts of frames and mountings for spectacles etc, \$298-681	IT 87.3	FR 26.7	CN 24.4	161.4
	(900510) Binoculars, \$0-33	US 12.4	CA 10.6	DE 5.2	45.1
	(902211) Medical X-ray apparatus, \$399028-773552	HK 9.8	BY 7.4	UY 5.1	30.5

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 purebred breeding < 50 kg, \$62-82	DE 405.1	PL 93.9	ES 74	656.5
	(010392) Swine, live except purebred breeding > 50 kg, \$165-223	DE 86	GB 56.8	HU 48	300.7
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0

Catalogue of Diversification Opportunities 2022

	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(020319) Swine cuts, fresh or chilled, nes, \$0-2	HU 29.3	DK 15.9	GB 11.1	87.1
	(021019) Swine meat, not salted/dried/smoked ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$3-5	SG 5.6	ID 4.8	NZ 3.2	34.4
	(041000) Edible products of animal origin nes, \$0-5	NL 9.7	GB 5.7	TH 5.2	25.5

Catalogue of Diversification Opportunities 2022

	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
	(051000) Ambergris, civet, musk, etc for pharmaceutical use, \$0-3	IT 4.7	FR 1.9	UY .6	8.7
Edible fruit, nuts, peel of citrus fruit, melons	(080120) Brazil nuts, fresh or dried, \$6-12	CA 9	CH 1.9	DE 1.8	24.7
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Milling products, malt, starches, inulin, wheat gluten	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110811) Wheat, starch, \$0-1	FI 13.5	GB 3.7	US 2.8	30.6
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7

Catalogue of Diversification Opportunities 2022

		(121291) Sugar beet, \$0-3	LV 1.5	HU 1.3	SI .9	4.4
Vegetable materials, products nes	plaiting vegetable	(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		(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
		(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
		(151930) Industrial fatty alcohols, \$0-1	BE 57.9	FR 48.7	DE 38.4	224.8
		(151610) Animal fats, oils, fractions, hydrogenated, esterified, \$1-21	GB 6.8	DE 6.5	AU 6.1	27.6
		(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
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
		(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
		(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
		(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
		(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230110) Flour or meal, pellet of meat or offal for animal fee, \$0-0	MY 19.3	MM 17.9	US 10.4	108.5
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8

Mongolia

Basic statistics

Current diversification (number of products)	1,606	Potential new products more complex (percentage)	66
Potential new products	3,834	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	2,529	Import replacement opportunity in more complex products (percentage)	14

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Electrical, electronic equipment	8
Plastics and articles thereof	8
Organic chemicals	7
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	6
Vehicles other than railway, tramway	4
Miscellaneous chemical products	3
Articles of iron or steel	3
Paper & paperboard, articles of pulp, paper and board	2
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	13
China	7
France	7
Germany	5
Thailand	4
Netherlands	4
Japan	3
India	3
Belgium	3
Italy	3
United Kingdom	3
Rep. of Korea	3
Others	29

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	15
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Dairy products, eggs, honey, edible animal products	22

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	16
Edible fruit, nuts, peel of citrus fruit, melons	11
Vegetable, fruit, nut, etc food preparations	10
Animal,vegetable fats and oils, cleavage products, etc	8
Cereal, flour, starch, milk preparations and products	6
Meat, fish and seafood food preparations nes	5
Sugars and sugar confectionery	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Miscellaneous edible preparations	3
Milling products, malt, starches, inulin, wheat gluten	3
Meat and edible meat offal	2
Edible vegetables and certain roots and tubers	2
Lac, gums, resins, vegetable saps and extracts nes	2
Sum of others with smaller share	2

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

By countries

Country	Percent
USA	12
United Kingdom	8
China	6

By regions

Region	Percent
Asia	36
Western Europe	17
Northern Europe	15

Catalogue of Diversification Opportunities 2022

Rep. of Korea	6	Northern America	13
Germany	5	Southern Europe	6
Netherlands	5	Eastern Europe	5
Philippines	5	Oceania	3
Thailand	4		
France	4		
Finland	3		
Australia	3		
Denmark	3		
Italy	3		
Japan	3		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3

Catalogue of Diversification Opportunities 2022

	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8

Catalogue of Diversification Opportunities 2022

	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3

Catalogue of Diversification Opportunities 2022

	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9

Catalogue of Diversification Opportunities 2022

	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870510) Mobile cranes, \$33973-229543	KZ 48.5	UZ 48.4	KR 47.8	395.7
	(870821) Safety seat belts for motor vehicles, \$13-56	ES 56.8	GB 52.6	BR 28.6	216.3
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7

Catalogue of Diversification Opportunities 2022

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
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
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
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7

Catalogue of Diversification Opportunities 2022

	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081340) Fruits, dried nes, \$14-30	US 13.2	GB 4.4	CZ 2.6	28.7
	(081120) Rasp-, mul-berries, etc (uncooked, steam, boil),froze, \$1-4	BA 3.9	BE 3.2	FI 2.9	24.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110429) Cereals, hulled, pearled, sliced or kibbled nes, \$0-2	CN 23.4	PL 5.5	FR 4.5	44.2
	(110311) Wheat meal, \$0-1	FR 10.4	US 1.7	GB 1.2	19.4
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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9
	(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 preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0

Catalogue of Diversification Opportunities 2022

	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2

Catalogue of Diversification Opportunities 2022

	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4

Montenegro

Basic statistics

Current diversification (number of products)	1,995	Potential new products more complex (percentage)	78
Potential new products	4,459	Export opportunity in more complex products (percentage)	54
Potential new products more complex than the country's average	3,457	Import replacement opportunity in more complex products (percentage)	50

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Electrical, electronic equipment	8
Iron and steel	7
Plastics and articles thereof	7
Organic chemicals	6
Optical, photo, technical, medical, etc apparatus	5
Vehicles other than railway, tramway	3
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	12
France	7
China	7
Germany	6
Thailand	4
United Kingdom	3
Italy	3
Japan	3
Canada	3
Netherlands	3
Rep. of Korea	3
India	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	21
Northern America	15
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Dairy products, eggs, honey, edible animal products	17

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	14
Meat and edible meat offal	14
Residues, wastes of food industry, animal fodder	9
Beverages, spirits and vinegar	8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Vegetable, fruit, nut, etc food preparations	6
Meat, fish and seafood food preparations nes	4
Cereal, flour, starch, milk preparations and products	4
Animal,vegetable fats and oils, cleavage products, etc	3
Milling products, malt, starches, inulin, wheat gluten	3
Cereals	2
Edible vegetables and certain roots and tubers	2
Sugars and sugar confectionery	2
Sum of others with smaller share	6

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

By countries

Country	Percent
Germany	10
USA	9
China	8

By regions

Region	Percent
Asia	35
Western Europe	24
Northern Europe	11

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Northern America	11
France	5	Eastern Europe	7
Netherlands	5	Southern Europe	5
Japan	4		
Philippines	3		
Italy	3		
Russian Federation	3		
Rep. of Korea	3		
China, Hong Kong SAR	3		
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	
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2

Catalogue of Diversification Opportunities 2022

	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5

Catalogue of Diversification Opportunities 2022

	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7

Catalogue of Diversification Opportunities 2022

	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7

Catalogue of Diversification Opportunities 2022

	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-0	TR 184.9	FR 123.2	BG 102.2	651.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1

Catalogue of Diversification Opportunities 2022

	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
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
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-4	US 30.5	CZ 23.8	CA 18.2	101.8
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8

Catalogue of Diversification Opportunities 2022

	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230110) Flour or meal, pellet of meat or offal for animal fee, \$0-0	MY 19.3	MM 17.9	US 10.4	108.5

Montserrat

Basic statistics

Current diversification (number of products)	249	Potential new products more complex (percentage)	65
Potential new products	2,322	Export opportunity in more complex products (percentage)	26
Potential new products more complex than the country's average	1,516	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	9
Optical, photo, technical, medical, etc apparatus	6
Articles of apparel, accessories, knit or crochet	4
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	3
Articles of apparel, accessories, not knit or crochet	3
Pearls, precious stones, metals, coins, etc	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
China	8
France	8
Germany	5
United Kingdom	4
Thailand	3
Italy	3
Rep. of Korea	3
Russian Federation	3
Japan	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
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
Cereal, flour, starch, milk preparations and products	16
Dairy products, eggs, honey, edible animal products	16

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	12
Cocoa and cocoa preparations	10
Animal,vegetable fats and oils, cleavage products, etc	9
Vegetable, fruit, nut, etc food preparations	8
Miscellaneous edible preparations	6
Meat, fish and seafood food preparations nes	4
Sugars and sugar confectionery	4
Edible vegetables and certain roots and tubers	4
Beverages, spirits and vinegar	2
Products of animal origin, nes	2
Oil seed, oleagic 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	13
Russian Federation	9
United Kingdom	8
Germany	6

By regions

Region	Percent
Asia	29
Western Europe	20
Northern America	15
Eastern Europe	13

Catalogue of Diversification Opportunities 2022

France	6	Northern Europe	11
Netherlands	5	Southern Europe	6
China	4		
Japan	4		
Singapore	3		
Italy	3		
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
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

Catalogue of Diversification Opportunities 2022

	(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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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

Catalogue of Diversification Opportunities 2022

	(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
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273	IT 930.3	GB 166.9	JP 103.4	1519.7
	(711311) Jewellery and parts, silver, including plated silver, \$0-514	US 295.5	CN 237.5	FR 46.2	651.2
	(711311) Jewellery and parts, silver, including plated silver, \$514-2422	HK 169.8	TH 81.1	GB 51.1	514.4
	(710692) Silver semi-manufactured including gold/platinum plat, \$130-549	GB 125.8	CA 104.8	TH 88.3	500.3
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(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, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3

Catalogue of Diversification Opportunities 2022

	(730830) Doors, windows, frames of iron or steel, \$3-12	DE 68.1	US 48	PH 34.1	346.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(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	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(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
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(902830) Electricity supply, production and calibrating meters, \$60-176	FR 237.5	UZ 98.6	NG 66.8	726.5

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 product nes	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
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
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(071333) Kidney beans and white pea beans dried shelled, \$0-2	TR 48.7	ES 7.7	BG 6.9	106.8
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, nes, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080420) Figs, fresh or dried, \$3-8	IN 18.9	IT 8.9	AT 7.4	47.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120740) Sesamum seeds, \$1-4	IL 32.4	DE 28.7	JP 13.1	224.1
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(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
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps nes, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps nes, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$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
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0

Catalogue of Diversification Opportunities 2022

		(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
		(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous preparations	edible	(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
		(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(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
Beverages, spirits and vinegar		(220421) Grape wines nes, fortified wine or must, pack < 2l, \$9-18	US 95.8	AE 81.3	CH 44.4	355.7
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$1-2	CA 19.7	US 14.9	RU 7.1	72.2

Morocco

Basic statistics

Current diversification (number of products)	8,868	Potential new products more complex (percentage)	85
Potential new products	2,630	Export opportunity in more complex products (percentage)	67
Potential new products more complex than the country's average	2,241	Import replacement opportunity in more complex products (percentage)	60

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	15
Iron and steel	12
Machinery & mech appliance etc	11
Optical, photo, technical, medical, etc apparatus	6
Inorganic chemicals, precious metal compound, isotopes	5
Vehicles other than railway, tramway	4
Electrical, electronic equipment	4
Plastics and articles thereof	3
Meat and edible meat offal	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	35

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

By countries

Country	Percent
USA	12
China	11
France	6
Germany	6
Thailand	4
Rep. of Korea	4
Italy	3
Viet Nam	3
Netherlands	3
Japan	3
United Kingdom	3
Others	27

By regions

Region	Percent
Asia	40
Western Europe	20
Northern America	14
Northern Europe	6
Eastern Europe	6
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
Meat and edible meat offal	31
Cereals	17

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	8
Dairy products, eggs, honey, edible animal product nes	6
Milling products, malt, starches, inulin, wheat gluten	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Cereal, flour, starch, milk preparations and products	5
Tobacco and manufactured tobacco substitutes	4
Sugars and sugar confectionery	3
Cocoa and cocoa preparations	3
Meat, fish and seafood food preparations nes	3
Animal,vegetable fats and oils, cleavage products, etc	2
Products of animal origin, nes	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	4

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

By countries

Country	Percent
China	29
Germany	7
Japan	5
USA	5

By regions

Region	Percent
Asia	51
Western Europe	15
Northern Europe	8
Northern America	6

Catalogue of Diversification Opportunities 2022

Viet Nam	5	Eastern Europe	5
United Kingdom	3	Southern Europe	5
Rep. of Korea	3	South America	3
France	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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(021019) Swine meat, salted/dried/smoked ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7

Catalogue of Diversification Opportunities 2022

	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
Plastics and articles thereof	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
	(392030) Sheet/film not cellular/reinf polymers of styrene, \$0-2	FR 138.5	CA 54.5	NL 39.8	283.6
	(390791) Polyesters nes, unsaturated, in primary forms, \$0-2	FR 51.2	SE 36.9	DE 32.4	230.8
	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2
	(391400) Ion exchangers based on polymers in primary forms, \$3-24	CA 30	JP 15.8	GB 11.7	167.8
Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5

Catalogue of Diversification Opportunities 2022

	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$0-2	FR 71.3	BE 60.9	GB 50.8	316.8
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
Machinery & mech appliance etc	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(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

Catalogue of Diversification Opportunities 2022

	(840790) Engines, spark-ignition type nes, \$127-1508	US 347.1	BE 7.6	IE 7.5	386.9
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(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
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
	(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, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870422) Diesel powered trucks weighing 5-20 tonnes, \$52514-103973	GB 577.9	CA 173.6	IE 145.2	1180.6
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(870510) Mobile cranes, \$33973-229543	KZ 48.5	UZ 48.4	KR 47.8	395.7
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
	(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

Catalogue of Diversification Opportunities 2022

	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4

Catalogue of Diversification Opportunities 2022

	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-0	IT 35.4	IE 24.8	PH 4.7	79.9
	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(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
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3

Catalogue of Diversification Opportunities 2022

	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(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
	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
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
	(152200) Degras, residues from treatment animal & veg waxes, \$0-1	FR 19.1	ES 11.4	US 1.7	34.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151610) Animal fats, oils, fractions, hydrogenated, esterifie, \$1-21	GB 6.8	DE 6.5	AU 6.1	27.6
	(150600) Animal fats,oils,fractions not chemically modified ne, \$0-37	CA 8.5	KR 2.5	PH .8	15.4
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

Catalogue of Diversification Opportunities 2022

	(160100) Sausages, similar products of meat, meat offal & blood, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(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, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
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, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$10-24	CN 33.2	ID 21.3	LK 9	67.9
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4

Catalogue of Diversification Opportunities 2022

	(190540) Rusks, toasted bread and similar toasted products, \$4-9	MU 2.2	US 1.2	CN .5	7.4
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$7-16	KW .7	SE .5	AE .3	2.1
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$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 manufactured and tobacco substitutes	(240399) Products of tobacco, substitute nes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1

Mozambique

Basic statistics

Current diversification (number of products)	2,409	Potential new products more complex (percentage)	73
Potential new products	4,094	Export opportunity in more complex products (percentage)	47
Potential new products more complex than the country's average	3,006	Import replacement opportunity in more complex products (percentage)	48

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Electrical, electronic equipment	7
Pharmaceutical products	7
Plastics and articles thereof	7
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	6
Iron and steel	6
Vehicles other than railway, tramway	4
Wood and articles of wood, wood charcoal	3
Articles of iron or steel	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	12
Germany	7
China	6
France	6
Thailand	4
Italy	4
United Kingdom	4
Netherlands	4
Rep. of Korea	3
India	3
Belgium	3
Canada	3
Japan	3
Others	27

By regions

Region	Percent
Asia	34
Western Europe	22
Northern America	15
Southern Europe	7
Northern Europe	7
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal product nes	24
Edible fruit, nuts, peel of citrus fruit, melons	15
Cereal, flour, starch, milk preparations and products	11
Meat and edible meat offal	7
Vegetable, fruit, nut, etc food preparations	6
Animal,vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Milling products, malt, starches, inulin, wheat gluten	3
Miscellaneous edible preparations	3
Cereals	3
Sugars and sugar confectionery	2
Edible vegetables and certain roots and tubers	2
Beverages, spirits and vinegar	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	11
China	9
United Kingdom	7
Germany	6
Japan	5
France	5
Netherlands	4
China, Hong Kong SAR	4
United Arab Emirates	3
Russian Federation	3
Italy	3
Others	28

By regions

Region	Percent
Asia	39
Western Europe	19
Northern America	13
Northern Europe	10
Eastern Europe	7
Southern Europe	6

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

Catalogue of Diversification Opportunities 2022

	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(440130) Sawdust, wood waste or scrap, \$0-0	IT 166.6	DK 146.5	BE 109.6	608.4
	(441119) Fibreboard >0.8 g/cm ² worked/surface covered, \$0-0	FR 190.1	US 123.6	ES 27	571.3
	(441010) Particle board of wood, \$0-1	NL 76.3	TJ 28.4	PE 20.2	251.2
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9

Catalogue of Diversification Opportunities 2022

	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8

Catalogue of Diversification Opportunities 2022

	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870190) Wheeled tractors nes, \$9592-47189	DE 304	FR 243.8	US 144.1	1308.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
	(020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4	GB 3.7	JP 1.4	BE 1.1	13.7
	Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6
(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14		FR 267	US 206.6	DE 75.8	745.8
(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
(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6		DE 61.3	IT 52.6	SA 45.9	393.7
Edible vegetables and certain roots and tubers		(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0

Catalogue of Diversification Opportunities 2022

	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4

Catalogue of Diversification Opportunities 2022

	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120600) Sunflower seeds, \$0-0	TR 184.9	FR 123.2	BG 102.2	651.4
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1

Catalogue of Diversification Opportunities 2022

	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
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
	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8

Catalogue of Diversification Opportunities 2022

	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Miscellaneous preparations	edible (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Myanmar

Basic statistics

Current diversification (number of products)	3,867	Potential new products more complex (percentage)	76
Potential new products	3,736	Export opportunity in more complex products (percentage)	46
Potential new products more complex than the country's average	2,843	Import replacement opportunity in more complex products (percentage)	34

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	15
Organic chemicals	8
Iron and steel	7
Plastics and articles thereof	7
Electrical, electronic equipment	7
Optical, photo, technical, medical, etc apparatus	6
Vehicles other than railway, tramway	3
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Articles of iron or steel	3
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	13
China	7
France	6
Germany	6
Netherlands	4
United Kingdom	4
Italy	3
Belgium	3
Canada	3
Japan	3
Thailand	3
India	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	16
Eastern Europe	7
Southern Europe	7
Northern Europe	7
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	19
Dairy products, eggs, honey, edible animal product nes	15
Beverages, spirits and vinegar	11
Meat and edible meat offal	7
Animal,vegetable fats and oils, cleavage products, etc	6
Vegetable, fruit, nut, etc food preparations	6
Meat, fish and seafood food preparations nes	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Tobacco and manufactured tobacco substitutes	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Milling products, malt, starches, inulin, wheat gluten	3
Cereals	3
Sugars and sugar confectionery	2
Cereal, flour, starch, milk preparations and products	2
Sum of others with smaller share	5

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

By countries

Country	Percent
USA	17
Germany	10
China	8
United Kingdom	8
China, Hong Kong SAR	4
France	4
Italy	4
Netherlands	4
Japan	3
Russian Federation	3
Others	21

By regions

Region	Percent
Asia	27
Western Europe	21
Northern America	19
Northern Europe	14
Eastern Europe	7
Southern Europe	7

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7

Catalogue of Diversification Opportunities 2022

	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3

Catalogue of Diversification Opportunities 2022

	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(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
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730210) Railway/tramway rails, iron or steel, \$0-0	FR 53.3	AU 41.7	CA 25.9	300.1
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870190) Wheeled tractors nes, \$0-9592	ES 57.4	BE 39.3	SE 34.1	389.6

Catalogue of Diversification Opportunities 2022

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
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(020319) Swine cuts, fresh or chilled, nes, \$4-8	KR 50.2	CH 10.2	SG 5.5	71.1
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
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

Catalogue of Diversification Opportunities 2022

	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2

Catalogue of Diversification Opportunities 2022

	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-0	IE 5.7	CY 4.9	FR 4.2	30.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1

Catalogue of Diversification Opportunities 2022

	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cereal, flour, starch, milk preparations and products	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0

Catalogue of Diversification Opportunities 2022

	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Catalogue of Diversification Opportunities 2022

Tobacco manufactured substitutes	and tobacco	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1
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Basic statistics

Current diversification (number of products)	139	Potential new products more complex (percentage)	58
Potential new products	1,887	Export opportunity in more complex products (percentage)	17
Potential new products more complex than the country's average	1,089	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
Electrical, electronic equipment	11
Plastics and articles thereof	9
Machinery & mech appliance etc	9
Articles of apparel, accessories, knit or crochet	6
Paper & paperboard, articles of pulp, paper and board	5
Articles of iron or steel	5
Articles of apparel, accessories, not knit or crochet	5
Optical, photo, technical, medical, etc apparatus	4
Pearls, precious stones, metals, coins, etc	3
Organic chemicals	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	17
France	8
Germany	5
China	5
Thailand	4
United Kingdom	4
Italy	4
Japan	4
Russian Federation	3
Netherlands	3
Rep. of Korea	3
Others	26

By regions

Region	Percent
Asia	32
Northern America	20
Western Europe	19
Eastern Europe	8
Southern Europe	7
Northern Europe	7

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Cereal, flour, starch, milk preparations and products	23
Dairy products, eggs, honey, edible animal products	20

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	15
Vegetable, fruit, nut, etc food preparations	12
Edible fruit, nuts, peel of citrus fruit, melons	10
Miscellaneous edible preparations	7
Live trees, plants, bulbs, roots, cut flowers etc	4
Edible vegetables and certain roots and tubers	3
Animal,vegetable fats and oils, cleavage products, etc	2
Sugars and sugar confectionery	2
Coffee, tea, mate and spices	1

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

By countries

Country	Percent
Russian Federation	13
USA	12
United Arab Emirates	7
United Kingdom	6
Germany	5
Japan	5
Thailand	4
France	4

By regions

Region	Percent
Asia	33
Eastern Europe	18
Northern America	15
Western Europe	14
Northern Europe	11
Southern Europe	3

Catalogue of Diversification Opportunities 2022

China	3
Saudi Arabia	3
Netherlands	3
Canada	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	
Organic chemicals	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(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
	(292249) Amino-acids nes, esters, salts thereof, \$0-3	US 107.8	FR 45.2	NL 33.7	295.5
Plastics and articles thereof	(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
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2

Catalogue of Diversification Opportunities 2022

	(390690) Acrylic polymers nes, in primary forms, \$1-5	RU 119.4	TH 72	SA 61.4	691.6
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
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
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(480300) Paper, household, sanitary, width > 36 centimetres, \$1-4	KE 38.3	TH 35.9	DE 24.8	345.4
	(481950) Containers, packing, nes of paper, \$2-11	IT 133.4	CA 47.9	ID 23.4	319.6
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	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0

Catalogue of Diversification Opportunities 2022

	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273	IT 930.3	GB 166.9	JP 103.4	1519.7
	(711311) Jewellery and parts, silver, including plated silver, \$0-514	US 295.5	CN 237.5	FR 46.2	651.2
	(711311) Jewellery and parts, silver, including plated silver, \$2422-5283	GB 206.7	FR 112.4	US 81.9	516.5
	(711719) Imitation jewellery nes of base metal including plate, \$223-506	FR 180.4	DE 32.1	IT 27	314.8
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(841430) Compressors for refrigerating equipment, \$0-83	DE 80.7	CZ 80.4	ES 79.7	548.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(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
Optical, photo, technical, medical, etc apparatus	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
	(901910) Massage and psychological aptitude-test apparatus, \$14-70	US 370.9	NL 23.9	VN 20.6	518.1
	(902290) Parts and accessories for radiation apparatus, \$93-418	JP 155.3	IN 70.1	IT 35.4	490.2
	(902920) Speed indicators, tachometers, stroboscopes, \$119-141	GB 139.7	KR 68.9	AT 54.8	486.4

Catalogue of Diversification Opportunities 2022

	(903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28	US 350.7	IN 8.8	HK 6.6	376.5
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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
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
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
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(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	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Coffee, tea, mate and spices	(091091) Mixtures of spices, \$3-10	DE 20.3	MY 18.6	AE 11.2	95.7

Catalogue of Diversification Opportunities 2022

	(091030) Turmeric (curcuma), \$2-9	IN 2.5	US 2.1	AU 1.9	13.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120999) Seed, fruits and spores for sowing, nes, \$6-139	NL 4.9	JP 4.6	AU 3.8	35.3
Lac, gums, resins, vegetable saps and extracts nes	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Sugars and sugar confectionery	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190230) Pasta except uncooked or stuffed, \$1-3	CA 33.7	NL 33.4	CN 33	357.0

Catalogue of Diversification Opportunities 2022

		(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
		(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
Vegetable, fruit, nut, etc food preparations		(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
		(200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0
		(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
		(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
Miscellaneous preparations	edible	(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
		(210320) Tomato ketchup and other tomato sauces, \$1-2	NO 12.9	SA 11.4	BW 9.4	125.1
		(210120) Tea and mate extracts, essences and concentrates, \$3-20	US 13.9	JP 12.1	TH 11.2	88.3
		(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9

Namibia

Basic statistics

Current diversification (number of products)	4,749	Potential new products more complex (percentage)	75
Potential new products	3,941	Export opportunity in more complex products (percentage)	60
Potential new products more complex than the country's average	2,947	Import replacement opportunity in more complex products (percentage)	37

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	21
Machinery & mech appliance etc	9
Iron and steel	7
Organic chemicals	7
Pharmaceutical products	7
Electrical, electronic equipment	5
Plastics and articles thereof	4
Optical, photo, technical, medical, etc apparatus	4
Vehicles other than railway, tramway	3
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	32

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

By countries

Country	Percent
China	29
USA	8
Germany	5
France	4
Netherlands	3
Rep. of Korea	3
Thailand	3
United Kingdom	3
Italy	3
Japan	3
Others	21

By regions

Region	Percent
Asia	51
Western Europe	17
Northern America	10
Southern Europe	6
Eastern Europe	5
Northern Europe	5
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	19
Cereals	13
Edible fruit, nuts, peel of citrus fruit, melons	11

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	10
Dairy products, eggs, honey, edible animal products	8
Animal, vegetable fats and oils, cleavage products, etc	8
Cereal, flour, starch, milk preparations and products	4
Tobacco and manufactured tobacco substitutes	4
Fish, crustaceans, molluscs, aquatic invertebrates	3
Vegetable, fruit, nut, etc food preparations	3
Beverages, spirits and vinegar	2
Milling products, malt, starches, inulin, wheat gluten	2
Meat, fish and seafood food preparations	2
Cocoa and cocoa preparations	2
Sum of others with smaller share	6

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

By countries

Country	Percent
China	19
USA	12
Rep. of Korea	5
Germany	4
United Kingdom	3

By regions

Region	Percent
Asia	44
Northern America	14
Western Europe	13
Northern Europe	8
Southern Europe	6

Catalogue of Diversification Opportunities 2022

Viet Nam	3	Eastern Europe	4
Italy	3	South America	3
Australia	3	Oceania	3
France	3		
Philippines	3		
Netherlands	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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262090) Ash or residues containing metals, metal compounds ne, \$0-2	KR 66.8	GB 55.5	CA 28.8	203.5
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3

Catalogue of Diversification Opportunities 2022

	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8

Catalogue of Diversification Opportunities 2022

	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(871190) Motorcycles with other than a spark ignition engine, \$0-303	HK 245.1	BE 25.2	BR 21.8	435.6
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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

Catalogue of Diversification Opportunities 2022

	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
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
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030619) Crustaceans nes, frozen,, \$6-17	KR 5.8	SA 5.5	NZ 5.3	31.9

Catalogue of Diversification Opportunities 2022

	(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 products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-0	PH 68.6	IT 47.6	MO 14.6	199.4
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$4-7	CN 51.2	FR 29.7	AU 6.9	100.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3

Catalogue of Diversification Opportunities 2022

	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8

Catalogue of Diversification Opportunities 2022

	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
Tobacco and tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Nauru

Basic statistics

Current diversification (number of products)	592	Potential new products more complex (percentage)	71
Potential new products	3,524	Export opportunity in more complex products (percentage)	31
Potential new products more complex than the country's average	2,488	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
Machinery & mech appliance etc	12
Plastics and articles thereof	9
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Organic chemicals	4
Pharmaceutical products	3
Miscellaneous chemical products	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	13
France	7
Germany	6
China	5
United Kingdom	4
Thailand	4
India	3
Russian Federation	3
Japan	3
Canada	3
Belgium	3
Italy	3
Netherlands	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	17
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
Dairy products, eggs, honey, edible animal product nes	18
Edible fruit, nuts, peel of citrus fruit, melons	16
Cereal, flour, starch, milk preparations and products	13
Vegetable, fruit, nut, etc food preparations	9
Cocoa and cocoa preparations	9
Meat, fish and seafood food preparations nes	5
Animal,vegetable fats and oils, cleavage products, etc	5
Edible vegetables and certain roots and tubers	5
Miscellaneous edible preparations	4
Residues, wastes of food industry, animal fodder	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Cereals	3
Beverages, spirits and vinegar	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	11
Russian Federation	10
United Kingdom	7
China	6
Germany	6
France	6
Netherlands	4
Japan	4
Italy	3
United Arab Emirates	3
China, Hong Kong SAR	3
Others	23

By regions

Region	Percent
Asia	33
Western Europe	18
Eastern Europe	14
Northern America	13
Northern Europe	12
Southern Europe	4

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, \$0-25	IN 298.8	NL 228.1	FR 131	896.3

Catalogue of Diversification Opportunities 2022

	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5

Catalogue of Diversification Opportunities 2022

	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5

Catalogue of Diversification Opportunities 2022

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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(853224) Electric capacitors, fixed, ceramic, multilayer,, \$69-315	CN 708.7	DE 177.4	PH 108.6	1494.8
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0

Catalogue of Diversification Opportunities 2022

	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
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
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6

Catalogue of Diversification Opportunities 2022

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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(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
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3

Catalogue of Diversification Opportunities 2022

Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2- 6	JP 23.1	AO 8.5	NL 5.6	99.9
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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
	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0

Catalogue of Diversification Opportunities 2022

		(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
Miscellaneous preparations	edible	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
		(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210610) Protein concentrates and textured protein substances, \$0-2	NL 27.2	FR 22.5	GB 11	105.3
Beverages, spirits and vinegar		(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
		(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
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
		(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

Nepal

Basic statistics

Current diversification (number of products)	3,058	Potential new products more complex (percentage)	68
Potential new products	4,248	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	2,904	Import replacement opportunity in more complex products (percentage)	19

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	8
Iron and steel	8
Electrical, electronic equipment	7
Plastics and articles thereof	6
Optical, photo, technical, medical, etc apparatus	6
Miscellaneous chemical products	4
Vehicles other than railway, tramway	3
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	12
China	7
France	6
Germany	6
Thailand	4
India	4
Japan	3
United Kingdom	3
Italy	3
Netherlands	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	38
Western Europe	20
Northern America	14
Southern Europe	7
Eastern Europe	7
Northern Europe	7
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
Edible fruit, nuts, peel of citrus fruit, melons	21
Dairy products, eggs, honey, edible animal product nes	11

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	9
Cereals	8
Vegetable, fruit, nut, etc food preparations	8
Animal,vegetable fats and oils, cleavage products, etc	7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Cocoa and cocoa preparations	4
Meat, fish and seafood food preparations nes	3
Sugars and sugar confectionery	3
Milling products, malt, starches, inulin, wheat gluten	3
Residues, wastes of food industry, animal fodder	2
Cereal, flour, starch, milk preparations and products	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	14
Germany	11
United Kingdom	5
China	5

By regions

Region	Percent
Asia	27
Western Europe	23
Northern America	16
Northern Europe	12

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	5	Southern Europe	9
Italy	4	Eastern Europe	8
France	4		
Netherlands	4		
Japan	3		
Russian Federation	3		
Spain	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	
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8

Catalogue of Diversification Opportunities 2022

	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
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
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
Vehicles other than railway, tramway	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5

Catalogue of Diversification Opportunities 2022

	(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
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Cereal, flour, starch, milk preparations and products	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$0-1	FR 56.3	PT 28.4	BR 16.4	176.7
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4

Netherlands

Basic statistics

Current diversification (number of products)	23,751	Potential new products more complex (percentage)	89
Potential new products	293	Export opportunity in more complex products (percentage)	46
Potential new products more complex than the country's average	262	Import replacement opportunity in more complex products (percentage)	7

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	30
Organic chemicals	20
Iron and steel	12
Vehicles other than railway, tramway	7
Railway, tramway locomotives, rolling stock, equipment	6
Arms and ammunition, parts and accessories thereof	5
Plastics and articles thereof	4
Stone, plaster, cement, asbestos, mica, etc articles	3
Electrical, electronic equipment	2
Optical, photo, technical, medical, etc apparatus	1
Sum of others with smaller share	9

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

By countries

Country	Percent
China	9
Singapore	9
Italy	9
USA	8
United Kingdom	7
Austria	4
India	4
Sweden	3
Yemen	3
Others	25

By regions

Region	Percent
Asia	40
Southern Europe	13
Western Europe	12
Northern Europe	11
Northern America	10
Eastern Europe	8

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Lac, gums, resins, vegetable saps and extracts nes	74
Animal,vegetable fats and oils, cleavage products, etc	14
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Meat, fish and seafood food preparations nes	2

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Meat and edible meat offal	2
Live animals	1

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

By countries

Country	Percent
France	78
Finland	6
Qatar	6
Togo	6
Kuwait	6

By regions

Region	Percent
Western Europe	78
Asia	11
Sub-Saharan Africa	6
Northern Europe	6

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
	(292421) Ureines, derivatives, salts thereof, \$98-193	BR 13.4	GT 3.7	FR 1.3	18.6

Catalogue of Diversification Opportunities 2022

	(291300) Hydrogenated, sulphonated, nitrated aldehydes, \$5-70	DE 3.4	BE 2.2	IT 1.9	11.3
	(291890) Carboxylic acids nes, derivativess, \$164-790	IT 3.8	IE 1.7	KR 1.5	9.4
	(292229) Amino-naphthols/phenols nes, their ethers/esters/salt, \$2111-2438	IT 7.9	GR .6	SG .2	8.7
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$4-12	SG 37.6	DE 23.5	AZ 7.7	82.9
	(390130) Ethylene-vinyl acetate copolymers in primary forms, \$6-27	FR 3.1	PL .9	BE .8	6.4
	(390740) Polycarbonates, in primary forms, \$13-39	US .5	PH .4	DE .3	1.9
	(390519) Polyvinyl acetate except aqueous dispersion, primary, \$216+	BN 0	AU 0	BR 0	0.0
Stone, plaster, cement, asbestos, mica, etc articles	(680610) Slag wool, rock wool, similar wools, bulk, sheet, rol, \$16-58	CN 34.5	KR 32.4	CZ 2.7	77.1
Iron and steel	(721310) Hot rolled bar/rod grooved iron or non-alloy steel in irregular coils, \$0-0	AT 80.5	YE 63.1	SG 22.9	262.7
	(721931) Cold rolled stainless steel, w >600mm, t >4.75mm, \$17-32	CN 2	CH .7	FR .3	3.4
	(722840) Bar/rod nes, alloy steel nes, nfw forged, \$8-12	US 1.5	CH .6	CA .2	2.5
	(721141) Flat rolled iron or non-alloy steel, width <600mm, unclad, <0.25% C, ne, \$9-44	ES 1.4	DE .8	SG .1	2.5
	(721660) Sections, nes, iron or non-alloy steel, nfw than cold formed/finished, \$11-39	NG .4	CD .4	PL .3	2.3

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(845961) Milling machines nes, num controlled for metal, \$529001-1029756	CN 81.5	US 20.7	IT 19.9	161.2
	(846330) Machines for working metal wire, \$2437-53953	US 42	CA 29.4	SG 6	102.2
	(846210) Machine tools to forge, stamp, hammer or press metals, \$660342-1332756	HU 44.3	IN 37.3	CN 4.5	98.9
	(840710) Aircraft engines, spark-ignition, \$8376928-1.36e+07	PH 42.9	BH 20	SG 14.3	85.5
	(841582) Air conditioners nes, with refrigerating unit, \$3577-8581	IN 14.6	PE 4.8	BY 4.7	43.6
Electrical, electronic equipment	(853010) Electric signal, safety & traffic controls, railway, \$165-3793	IN 11.9	CN 3.5	EG 2.6	24.3
	(851521) Electric resistance welding equipment, automatic, \$0-236	BR 2.9	KG 2.3	IN 2.2	9.2
	(854041) Magnetron tubes, \$29965-56851	SE 1.5	ES .2	IE .2	2.1
	(850134) DC motors, DC generators, of an output >375 kW, \$0-257	DO 1.3			1.3
	(854091) Parts of cathode-ray tubes, \$0-48	DE .3	PL .3	BR .1	0.7
Railway, tramway locomotives, rolling stock, equipment	(860500) Railway passenger and special purpose coaches, \$650176-1004411	LK 45.3	BY 27	CH 12.7	94.9
	(860791) Railway locomotive parts nes, \$229-678	FR 26.9	PK 3.5	ET 1.3	34.8
	(860711) Railway & tramway driving bogies & bissel-bogies, \$49-108	KZ 12.8	ES 2.2	ID .9	19.0
Vehicles other than railway, tramway	(870710) Bodies for passenger carrying vehicles, \$10851-27172	IT 154.3	DE 4.1	HK 1.2	161.7

Catalogue of Diversification Opportunities 2022

	(870911) Work trucks, electrically powered, \$0-2611	ZA .5			0.5
Optical, photo, technical, medical, etc apparatus	(902221) Medical apparatus using alpha, beta or gamma radiatio, \$40059-82563	CH 7.1	IT 6.8	CN 3.1	19.4
	(900510) Binoculars, \$6740-10151	SG 3.9	HU 0	AU 0	4.0
	(902750) Instruments nes using optical radiations, \$0-304	DO 1.2			1.2
	(903281) Hydraulic and pneumatic automatic controls, \$0-68	ZA .1			0.1
Arms and ammunition, parts and accessories thereof	(930621) Cartridges, shotgun, \$5-24	NE 22	NP 4.5	ES 3.8	53.1
	(930330) Rifles, sporting, hunting or target-shooting, nes, \$0-390	US 29.6	AF 1.3	CA .4	33.2
	(930529) Parts and accessories of shotguns or rifles, nes, \$251-525	FR 6.7	SE 4.5	JP 2.8	22.3

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	(010519) Poultry, live except domestic fowls, < 185 grams, \$82-285	CD 0	CL 0	SC 0	0.0
Meat and edible meat offal	(020722) Turkeys, domestic, whole, frozen, \$15-28	SG 0	MV 0		0.0
	(020680) Sheep, goat, ass, mule, hinnie offal, fresh or chille, \$16-20	DK 0	HN 0	LV 0	0.0

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	(030374) Mackerel, frozen, whole, \$26-40	QA .1	IT 0	LB 0	0.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121220) Seaweeds and other algae,, \$31-71	MD 0	WS 0	NG 0	0.0
Lac, gums, resins, vegetable saps and extracts nes	(130211) Opium sap, \$138-321	FR 1.4	DE 0	UY 0	1.4
Animal,vegetable fats and oils, cleavage products, etc	(151190) Palm oil or fractions simply refined, \$83+	TG .1	AU 0	IN 0	0.1
	(151620) Veg fats, oils or fractions hydrogenated, esterified, \$367+	FI .1	MT 0	SI 0	0.1
	(151930) Industrial fatty alcohols, \$321+	KW .1	GR 0	SG 0	0.1
Meat, fish and seafood food preparations nes	(160220) Livers of any animal prepared or preserved, \$79-147	UA 0	FI 0	RS 0	0.0

New Caledonia

Basic statistics

Current diversification (number of products)	1,111	Potential new products more complex (percentage)	73
Potential new products	3,664	Export opportunity in more complex products (percentage)	44
Potential new products more complex than the country's average	2,659	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
Machinery & mech appliance etc	11
Plastics and articles thereof	9
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	5
Organic chemicals	5
Paper & paperboard, articles of pulp, paper and board	4
Vehicles other than railway, tramway	4
Iron and steel	4
Articles of iron or steel	4
Pharmaceutical products	3
Sum of others with smaller share	44

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

By countries

Country	Percent
USA	14
France	7
Germany	5
China	5
Thailand	4
United Kingdom	4
Netherlands	3
Italy	3
Japan	3
Rep. of Korea	3
India	3
Russian Federation	3
Belgium	3
Others	29

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	16
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
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Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	21
Edible fruit, nuts, peel of citrus fruit, melons	15
Vegetable, fruit, nut, etc food preparations	11
Cereal, flour, starch, milk preparations and products	8
Beverages, spirits and vinegar	7
Animal,vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Cocoa and cocoa preparations	4
Miscellaneous edible preparations	3
Edible vegetables and certain roots and tubers	3
Milling products, malt, starches, inulin, wheat gluten	2
Cereals	2
Sugars and sugar confectionery	2
Sum of others with smaller share	5

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

By countries

Country	Percent
USA	13
Germany	10

By regions

Region	Percent
Asia	29
Western Europe	24

Catalogue of Diversification Opportunities 2022

United Kingdom	8	Northern America	14
France	6	Northern Europe	13
Russian Federation	6	Eastern Europe	10
Netherlands	5	Southern Europe	4
China	4		
China, Hong Kong SAR	3		
Japan	3		
United Arab Emirates	3		
Philippines	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5

Catalogue of Diversification Opportunities 2022

	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8

Catalogue of Diversification Opportunities 2022

	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
Optical, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
	(901920) Therapeutic respiration apparatus, \$33-137	US 468.3	NL 40.5	TH 25	761.2

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	
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1

Catalogue of Diversification Opportunities 2022

	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7

Catalogue of Diversification Opportunities 2022

	(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
	(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
Cocoa and cocoa preparations	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7

Catalogue of Diversification Opportunities 2022

	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Catalogue of Diversification Opportunities 2022

	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

New Zealand

Basic statistics

Current diversification (number of products)	12,604	Potential new products more complex (percentage)	79
Potential new products	1,930	Export opportunity in more complex products (percentage)	62
Potential new products more complex than the country's average	1,524	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
Organic chemicals	15
Vehicles other than railway, tramway	10
Iron and steel	10
Machinery & mech appliance etc	6
Electrical, electronic equipment	6
Miscellaneous chemical products	5
Inorganic chemicals, precious metal compound, isotopes	5
Nickel and articles thereof	5
Plastics and articles thereof	4
Optical, photo, technical, medical, etc apparatus	3
Sum of others with smaller share	31

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

By countries

Country	Percent
USA	11
China	8
France	6
Italy	5
Germany	5
United Kingdom	4
Netherlands	4
Japan	4
Belgium	4
India	3
Thailand	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	13
Southern Europe	9
Eastern Europe	8
Northern Europe	8
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	28
Cereals	13

Catalogue of Diversification Opportunities 2022

Live animals	11
Tobacco and manufactured tobacco substitutes	11
Animal,vegetable fats and oils, cleavage products, etc	11
Residues, wastes of food industry, animal fodder	8
Milling products, malt, starches, inulin, wheat gluten	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Lac, gums, resins, vegetable saps and extracts nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Dairy products, eggs, honey, edible animal product nes	1
Meat, fish and seafood food preparations nes	1
Edible fruit, nuts, peel of citrus fruit, melons	1
Beverages, spirits and vinegar	1
Sum of others with smaller share	1

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

By countries

Country	Percent
Japan	17
China	14
Germany	9
China, Hong Kong SAR	6

By regions

Region	Percent
Asia	48
Western Europe	20
Southern Europe	9
Northern Europe	9

Catalogue of Diversification Opportunities 2022

Spain	6	Eastern Europe	8
Netherlands	4	Northern America	3
Thailand	4		
Belgium	3		
France	3		
Poland	3		
Others	18		

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	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6

Catalogue of Diversification Opportunities 2022

Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(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
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
Plastics and articles thereof	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(392119) Sheet etc, cellular of plastics nes, \$52-171	US 262	KR 63.9	FR 28.4	404.0
	(390791) Polyesters nes, unsaturated, in primary forms, \$0-2	FR 51.2	SE 36.9	DE 32.4	230.8
	(390311) Polystyrene, expansible in primary forms, \$0-1	IT 50.9	RO 50.2	UA 21.5	228.9

Catalogue of Diversification Opportunities 2022

	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2
Iron and steel	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1	TH 597	SE 199.8	BE 58	1011.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
	(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
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
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
	(750400) Nickel powders and flakes, \$0-21	CN 105.7	KR 56.3	US 20.2	210.8
	(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
Machinery & mech appliance etc	(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

Catalogue of Diversification Opportunities 2022

	(845121) Drying machines, capacity <10 kg, except washer-drier, \$338-388	GB 121.7	PL 39.6	KR 32.3	353.3
	(843351) Combine harvester-threshers, \$11623-130888	RU 57.9	PH 51.5	US 36.5	306.6
	(847420) Machines to crush or grind stone, ores and minerals, \$80360-198117	UZ 157.8	CA 43.8	KE 21.9	304.6
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(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
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
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
	(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
	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2
	(870290) Buses except diesel powered, \$10429-82069	US 117.3	AE 50.5	IL 22.5	370.0

Catalogue of Diversification Opportunities 2022

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
	(901020) Equipment for photographic laboratories nes, \$189-17304	SG 85	JP 64	TH 61.4	309.7
	(900661) Photographic discharge lamp flashlight apparatus, \$0-113	CN 153.8	DE 6.7	CA 3	173.7
	(900390) Parts of frames and mountings for spectacles etc, \$298-681	IT 87.3	FR 26.7	CN 24.4	161.4

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	
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	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3

Catalogue of Diversification Opportunities 2022

	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
Dairy products, eggs, honey, edible animal product nes	(041000) Edible products of animal origin nes, \$0-5	NL 9.7	GB 5.7	TH 5.2	25.5
	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2
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
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$0-5	RU 8.9	AE 4.9	SE 1.7	21.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
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
	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7

Catalogue of Diversification Opportunities 2022

	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130212) Liquorice extract, \$7-20	IT 3.2	FI 1.9	DE 1.5	9.7
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
	(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
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0
Meat, fish and seafood food preparations nes	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
Beverages, spirits and vinegar	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8
Tobacco and manufactured tobacco substitutes	(240399) Products of tobacco, substitutes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1

Nicaragua

Basic statistics

Current diversification (number of products)	3,038	Potential new products more complex (percentage)	83
Potential new products	3,870	Export opportunity in more complex products (percentage)	60
Potential new products more complex than the country's average	3,207	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	13
Electrical, electronic equipment	8
Pharmaceutical products	7
Vehicles other than railway, tramway	6
Plastics and articles thereof	6
Organic chemicals	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	3
Aluminium and articles thereof	2
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	11
China	8
Germany	7
France	6
United Kingdom	4
Thailand	4
Italy	3
Canada	3
Netherlands	3
Japan	3
India	3
Belgium	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	14
Northern Europe	7
Southern Europe	7
Eastern Europe	7
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	19
Dairy products, eggs, honey, edible animal product nes	13
Meat and edible meat offal	10
Vegetable, fruit, nut, etc food preparations	9
Animal,vegetable fats and oils, cleavage products, etc	9
Cereals	8
Cereal, flour, starch, milk preparations and products	5
Meat, fish and seafood food preparations nes	5
Cocoa and cocoa preparations	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Residues, wastes of food industry, animal fodder	2
Milling products, malt, starches, inulin, wheat gluten	2
Miscellaneous edible preparations	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	9
United Kingdom	8
China	7
United Arab Emirates	5
China, Hong Kong SAR	5
Germany	5
Netherlands	4
Japan	3
Italy	3
Russian Federation	3
France	3
Others	27

By regions

Region	Percent
Asia	40
Western Europe	17
Northern Europe	13
Northern America	11
Eastern Europe	8
Southern Europe	7

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	(293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(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
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

Catalogue of Diversification Opportunities 2022

	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Aluminium and articles thereof	(760110) Aluminium unwrought, not alloyed, \$0-1	KR 1632.1	JP 1575.9	TR 850.8	4877.8
	(760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6	US 360.3	CH 110.3	BE 64.6	871.8
	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$5-21	GB 68	AT 45.6	US 34.3	407.1
	(760421) Profiles, hollow, aluminium, alloyed, \$0-4	FR 44.4	DE 32.8	AU 21.4	261.5
	(760692) Aluminium alloy plate, sheet, strip nes, t >0.2mm, \$0-3	FR 54	VN 43.6	LK 26	255.2

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8

Catalogue of Diversification Opportunities 2022

	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
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
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8

Catalogue of Diversification Opportunities 2022

	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110429) Cereals, hulled, pearled, sliced or kibbled nes, \$0-2	CN 23.4	PL 5.5	FR 4.5	44.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120600) Sunflower seeds, \$0-0	TR 184.9	FR 123.2	BG 102.2	651.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1

Catalogue of Diversification Opportunities 2022

	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160420) Fish prepared or preserved, except whole, in pieces, \$0-3	FR 28.6	GB 17.5	HK 14.3	126.9
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1

Catalogue of Diversification Opportunities 2022

	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230890) Vegetable wastes and residues for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230240) Cereal bran, sharps, residue except maize, wheat, rice, \$0-3	CN 4.1	DE 1.5	LU 1.3	12.6

Niger

Basic statistics

Current diversification (number of products)	1,435	Potential new products more complex (percentage)	74
Potential new products	4,265	Export opportunity in more complex products (percentage)	40
Potential new products more complex than the country's average	3,145	Import replacement opportunity in more complex products (percentage)	30

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Electrical, electronic equipment	8
Plastics and articles thereof	8
Organic chemicals	6
Pharmaceutical products	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Vehicles other than railway, tramway	5
Articles of iron or steel	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	13
France	7
Germany	7
China	7
United Kingdom	4
Thailand	4
Netherlands	4
Japan	3
India	3
Italy	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	22
Northern America	15
Northern Europe	8
Eastern Europe	7
Southern Europe	7
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	17
Dairy products, eggs, honey, edible animal product nes	15

Catalogue of Diversification Opportunities 2022

Beverages, spirits and vinegar	9
Animal,vegetable fats and oils, cleavage products, etc	7
Cocoa and cocoa preparations	7
Meat, fish and seafood food preparations nes	6
Cereal, flour, starch, milk preparations and products	6
Vegetable, fruit, nut, etc food preparations	6
Miscellaneous edible preparations	4
Cereals	4
Sugars and sugar confectionery	4
Residues, wastes of food industry, animal fodder	2
Products of animal origin, nes	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	9

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

By countries

Country	Percent
United Kingdom	10
USA	9
Germany	9
France	8

By regions

Region	Percent
Asia	32
Western Europe	24
Northern Europe	16
Northern America	11

Catalogue of Diversification Opportunities 2022

China	6	Eastern Europe	8
Netherlands	5	Southern Europe	4
China, Hong Kong SAR	5		
Russian Federation	3		
Japan	3		
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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9

Catalogue of Diversification Opportunities 2022

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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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

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 product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
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

Catalogue of Diversification Opportunities 2022

	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180400) Cocoa butter, fat, oil, \$0-5	FR 214.7	DE 65.4	CH 28.3	423.2
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4

Catalogue of Diversification Opportunities 2022

Miscellaneous preparations	edible	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
		(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar		(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
		(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
		(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
		(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
		(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Nigeria

Basic statistics

Current diversification (number of products)	6,050	Potential new products more complex (percentage)	84
Potential new products	3,558	Export opportunity in more complex products (percentage)	68
Potential new products more complex than the country's average	2,978	Import replacement opportunity in more complex products (percentage)	71

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Organic chemicals	9
Pharmaceutical products	9
Vehicles other than railway, tramway	8
Electrical, electronic equipment	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	5
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	2
Sum of others with smaller share	32

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

By countries

Country	Percent
USA	11
China	11
Germany	8
France	5
United Kingdom	4
Italy	4
Japan	3
India	3
Canada	3
Thailand	3
Rep. of Korea	3
Netherlands	3
Belgium	3
Others	26

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	14
Northern Europe	8
Southern Europe	7
Eastern Europe	7
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	28
Edible fruit, nuts, peel of citrus fruit, melons	12
Dairy products, eggs, honey, edible animal product nes	11
Animal,vegetable fats and oils, cleavage products, etc	8
Cereals	7
Tobacco and manufactured tobacco substitutes	6
Meat, fish and seafood food preparations nes	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Sugars and sugar confectionery	3
Vegetable, fruit, nut, etc food preparations	3
Milling products, malt, starches, inulin, wheat gluten	2
Beverages, spirits and vinegar	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	23
USA	14
Germany	5
France	4
United Kingdom	4
Netherlands	3
Italy	3
Japan	3
Others	22

By regions

Region	Percent
Asia	41
Northern America	16
Western Europe	15
Northern Europe	11
Southern Europe	6
Eastern Europe	5

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2

Catalogue of Diversification Opportunities 2022

	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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

Catalogue of Diversification Opportunities 2022

	(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
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5

Catalogue of Diversification Opportunities 2022

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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4

Catalogue of Diversification Opportunities 2022

	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5

Catalogue of Diversification Opportunities 2022

	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$4-7	CN 51.2	FR 29.7	AU 6.9	100.5
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(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

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
	(120400) Linseed, \$0-3	FR 6.7	DE 3.8	AU 1.2	16.9
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(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
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15	US 111.1	CA 30.3	DE 16.7	183.4

Catalogue of Diversification Opportunities 2022

	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
Vegetable, fruit, nut, etc food preparations	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230890) Vegetable wastes and residues for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Niue

Basic statistics

Current diversification (number of products)	218	Potential new products more complex (percentage)	68
Potential new products	2,889	Export opportunity in more complex products (percentage)	25
Potential new products more complex than the country's average	1,975	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
Electrical, electronic equipment	11
Machinery & mech appliance etc	11
Plastics and articles thereof	9
Pharmaceutical products	7
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Organic chemicals	4
Articles of iron or steel	3
Articles of apparel, accessories, knit or crochet	3
Iron and steel	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	16
France	7
Germany	7
China	7
United Kingdom	4
Italy	4
Netherlands	3
Japan	3
Thailand	3
Others	26

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	18
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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	19
Cereal, flour, starch, milk preparations and products	15
Cocoa and cocoa preparations	13
Vegetable, fruit, nut, etc food preparations	11

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	11
Animal,vegetable fats and oils, cleavage products, etc	7
Miscellaneous edible preparations	5
Sugars and sugar confectionery	4
Meat, fish and seafood food preparations nes	3
Lac, gums, resins, vegetable saps and extracts nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Edible vegetables and certain roots and tubers	2
Beverages, spirits and vinegar	2
Residues, wastes of food industry, animal fodder	1
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	21
United Kingdom	8
France	6
Russian Federation	5
United Arab Emirates	5
Germany	5

By regions

Region	Percent
Asia	29
Northern America	22
Western Europe	18
Northern Europe	12
Eastern Europe	9
Southern Europe	4

Catalogue of Diversification Opportunities 2022

Japan	4
China	4
Netherlands	3
Others	23

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5

Catalogue of Diversification Opportunities 2022

	(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	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
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

Catalogue of Diversification Opportunities 2022

	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(611010) Pullovers, cardigans etc of wool or hair, knit, \$64-126	GB 122.4	DE 81.2	US 15.5	246.2
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(851140) Starter motors, \$40-349	US 1191.8	CN 144	CA 143.6	1673.4
	(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
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(901819) Electro-diagnostic apparatus, nes, \$65-2315	JP 207.2	US 169.6	IN 57.6	535.7
	(901910) Massage and psychological aptitude-test apparatus, \$14-70	US 370.9	NL 23.9	VN 20.6	518.1

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	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
Edible vegetables and certain roots and tubers	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
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
	(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 preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3

Catalogue of Diversification Opportunities 2022

	(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	(210410) Soups and broths and preparations thereof, \$2-6	US 41.3	IT 19.8	NE 17.5	193.6
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210610) Protein concentrates and textured protein substances, \$0-2	NL 27.2	FR 22.5	GB 11	105.3
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230990) Animal feed preparations nes, \$13-36	ES 16.4	CO 4.5	BR 3	38.4

Norfolk Isds

Basic statistics

Current diversification (number of products)	103	Potential new products more complex (percentage)	57
Potential new products	2,235	Export opportunity in more complex products (percentage)	17
Potential new products more complex than the country's average	1,285	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	13
Machinery & mech appliance etc	9
Electrical, electronic equipment	8
Paper & paperboard, articles of pulp, paper and board	5
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	4
Articles of apparel, accessories, knit or crochet	4
Organic chemicals	3
Articles of apparel, accessories, not knit or crochet	3
Miscellaneous chemical products	2
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	17
France	7
China	5
Germany	5
United Kingdom	4
Russian Federation	3
Japan	3
Rep. of Korea	3
Netherlands	3
India	3
Thailand	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	19
Eastern Europe	9
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
Dairy products, eggs, honey, edible animal products	16
Cereal, flour, starch, milk preparations and products	14
Edible fruit, nuts, peel of citrus fruit, melons	13

Catalogue of Diversification Opportunities 2022

Cereals	13
Cocoa and cocoa preparations	12
Vegetable, fruit, nut, etc food preparations	8
Miscellaneous edible preparations	6
Animal,vegetable fats and oils, cleavage products, etc	5
Sugars and sugar confectionery	5
Meat, fish and seafood food preparations nes	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Lac, gums, resins, vegetable saps and extracts nes	1
Meat and edible meat offal	1
Edible vegetables and certain roots and tubers	1
Sum of others with smaller share	1

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

By countries

Country	Percent
USA	13
Russian Federation	8
United Kingdom	7
France	6
Germany	4

By regions

Region	Percent
Asia	31
Western Europe	16
Northern America	15
Eastern Europe	13
Northern Europe	11

Catalogue of Diversification Opportunities 2022

United Arab Emirates	4	Southern Europe	4
China	4	Northern Africa	3
Viet Nam	4	Sub-Saharan Africa	3
Japan	3		
Netherlands	3		
Denmark	3		
Others	27		

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	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15	BR 133.5	KR 117.8	IN 83.1	421.9
	(292249) Amino-acids nes, esters, salts thereof, \$0-3	US 107.8	FR 45.2	NL 33.7	295.5
	(293339) Heterocyclic compounds with unfused pyridine ring,nes, \$0-25	NL 92.7	BR 61.6	PK 27.4	279.3
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

Catalogue of Diversification Opportunities 2022

	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
	(380110) Artificial graphite, \$1-18	US 150.1	PL 90.2	JP 19.4	322.1
	(380890) Pesticides, rodenticides, nes, for retail sale, \$3-12	IN 53.9	NL 36.1	HU 30.3	274.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(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
	(480300) Paper, household, sanitary, width > 36 centimetres, \$1-4	KE 38.3	TH 35.9	DE 24.8	345.4

Catalogue of Diversification Opportunities 2022

Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(621210) Brassieres and parts thereof, \$104-204	DE 66	FR 32.6	BE 31.2	229.9
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
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(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	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(903180) Measuring or checking equipment, nes, \$0-37	SG 192.5	MY 112.6	IN 94.9	534.1

Catalogue of Diversification Opportunities 2022

	(900190) Prisms, mirrors and optical elements, unmounted, \$68-651	HK 323.6	VN 37.7	IL 24.1	475.9
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2

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	
Meat and edible meat offal	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
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
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
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
Edible vegetables and certain roots and tubers	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071339) Beans dried, shelled, nes, \$1-2	CA 15.5	US 10.9	GB 3	40.8

Catalogue of Diversification Opportunities 2022

	(071190) Vegetables nes and mixtures provisionally preserved, \$1-4	IT 6.4	BR 3.8	DE 3.3	30.6
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
	(071022) Beans, frozen, uncooked steamed or boiled, \$0-2	DE 3.7	IT 2.4	BE 2	18.3
Edible fruit, nuts, peel of citrus fruit, melons	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9
	(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 preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180690) Chocolate/cocoa food preparations nes, \$11-22	ID 31.7	FI 24.7	ES 12.2	120.7

Catalogue of Diversification Opportunities 2022

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
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
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
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1

North Macedonia

Basic statistics

Current diversification (number of products)	5,126	Potential new products more complex (percentage)	80
Potential new products	3,602	Export opportunity in more complex products (percentage)	64
Potential new products more complex than the country's average	2,896	Import replacement opportunity in more complex products (percentage)	59

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	21
Machinery & mech appliance etc	10
Pharmaceutical products	7
Organic chemicals	7
Vehicles other than railway, tramway	5
Optical, photo, technical, medical, etc apparatus	5
Electrical, electronic equipment	5
Iron and steel	4
Plastics and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	30

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

By countries

Country	Percent
China	30
USA	8
Germany	6
France	4
Italy	3
Thailand	3
Netherlands	3
United Kingdom	3
Others	21

By regions

Region	Percent
Asia	52
Western Europe	17
Northern America	10
Northern Europe	6
Southern Europe	5
Eastern Europe	4

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	16
Edible fruit, nuts, peel of citrus fruit, melons	12
Residues, wastes of food industry, animal fodder	12
Dairy products, eggs, honey, edible animal products	11
Animal, vegetable fats and oils, cleavage products, etc	10

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Tobacco and manufactured tobacco substitutes	5
Cereal, flour, starch, milk preparations and products	4
Meat, fish and seafood food preparations nes	4
Sugars and sugar confectionery	3
Milling products, malt, starches, inulin, wheat gluten	3
Beverages, spirits and vinegar	3
Edible vegetables and certain roots and tubers	2
Vegetable, fruit, nut, etc food preparations	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	13
China	10
Germany	8
United Kingdom	5
Rep. of Korea	4
Japan	4
France	4

By regions

Region	Percent
Asia	39
Western Europe	19
Northern America	15
Northern Europe	10
Southern Europe	6
Eastern Europe	5

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	4
Netherlands	3
Italy	3
Thailand	3
Philippines	3
United Arab Emirates	3
Others	22

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2

Catalogue of Diversification Opportunities 2022

	(283620) Disodium carbonate, \$0-0	TH 116.8	KR 58.3	BR 47.2	633.9
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3

Catalogue of Diversification Opportunities 2022

	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(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
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3

Catalogue of Diversification Opportunities 2022

	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870190) Wheeled tractors nes, \$47189-103585	US 434	GB 350.8	BE 213.8	1571.5
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

Catalogue of Diversification Opportunities 2022

	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5

Catalogue of Diversification Opportunities 2022

	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
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
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, net, \$4-7	CN 51.2	FR 29.7	AU 6.9	100.5
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
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

Catalogue of Diversification Opportunities 2022

	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(120930) Seed, flower, for sowing, \$26-656	DE 14.6	NL 9.8	US 6.2	35.8
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8

Catalogue of Diversification Opportunities 2022

	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(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
	(190240) Couscous, \$1-3	NL 1.1	US 1	CZ .9	7.0

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200990) Mixtures of juices not fermented or spirited, \$8-24	DE 14.4	AF 6.6	AT 1.7	27.4
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2

Catalogue of Diversification Opportunities 2022

	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Norway

Basic statistics

Current diversification (number of products)	14,018	Potential new products more complex (percentage)	70
Potential new products	1,654	Export opportunity in more complex products (percentage)	52
Potential new products more complex than the country's average	1,160	Import replacement opportunity in more complex products (percentage)	58

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	17
Iron and steel	15
Machinery & mech appliance etc	12
Vehicles other than railway, tramway	7
Inorganic chemicals, precious metal compound, isotopes	5
Electrical, electronic equipment	4
Pulp of wood, fibrous cellulosic material, waste etc	4
Miscellaneous chemical products	3
Meat and edible meat offal	3
Plastics 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	11
China	10
France	5
Netherlands	4
Germany	4
Singapore	4
Italy	4
Rep. of Korea	3
Thailand	3
India	3
United Kingdom	3
Japan	3
Others	29

By regions

Region	Percent
Asia	39
Western Europe	18
Northern America	13
Southern Europe	8
Eastern Europe	7
Northern 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
Meat and edible meat offal	45

Catalogue of Diversification Opportunities 2022

Cereals	15
Milling products, malt, starches, inulin, wheat gluten	8
Residues, wastes of food industry, animal fodder	8
Dairy products, eggs, honey, edible animal product nes	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Vegetable, fruit, nut, etc food preparations	3
Edible fruit, nuts, peel of citrus fruit, melons	2
Lac, gums, resins, vegetable saps and extracts nes	2
Meat, fish and seafood food preparations nes	2
Sugars and sugar confectionery	2
Products of animal origin, nes	2
Animal,vegetable fats and oils, cleavage products, etc	1
Edible vegetables and certain roots and tubers	1
Sum of others with smaller share	1

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

By countries

Country	Percent
China	8
Germany	8
Austria	7

By regions

Region	Percent
Western Europe	27
Asia	24
Eastern Europe	14

Catalogue of Diversification Opportunities 2022

Thailand	6	Southern Europe	14
Netherlands	6	Northern Europe	9
Spain	6	Northern America	6
Italy	5		
Belgium	4		
USA	4		
Japan	4		
United Kingdom	3		
Czechia	3		
Romania	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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6

Catalogue of Diversification Opportunities 2022

	(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
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
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(283691) Lithium carbonates, \$0-11	CN 80.3	NL 75.5	JP 40.3	222.0
	(283526) Calcium phosphates except hydrogen-orthophosphate, \$0-0	FR 23.8	SA 20.8	BR 14.4	132.6
	(281830) Aluminium hydroxide, \$0-0	GB 32.8	ES 19.1	FR 8.7	132.4
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
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(380190) Graphite based products nes, \$3-42	US 56	CN 19.9	IN 12.7	127.0

Catalogue of Diversification Opportunities 2022

	(381210) Prepared rubber accelerators, \$3-9	TH 40.1	LK 10.4	CN 9.8	87.8
	(381590) Reaction initiators, accelerators, catalysts, nes, \$50-193	UZ 35.9	EG 14.5	FR 4.8	68.5
	(381230) Anti-oxidisers and stabilizers for rubber or plastics, \$7-14	US 22.3	BE 5.9	TR 5.7	67.7
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
	(390311) Polystyrene, expansible in primary forms, \$0-1	IT 50.9	RO 50.2	UA 21.5	228.9
	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2
	(392119) Sheet etc, cellular of plastics nes, \$37-52	CN 59.7	HU 46.3	MY 35.7	185.9
	(391400) Ion exchangers based on polymers in primary forms, \$3-24	CA 30	JP 15.8	GB 11.7	167.8
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
	(470692) Chemical pulps of other fibrous material, \$0-3	AT 14.7	DE 4.7	IT 4.5	40.9
	(470429) Chem wood pulp, sulphite, non-coniferous, bleached, \$0-1	US 2.3	ET 1.2	ES .6	4.7
Iron and steel	(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
	(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

Catalogue of Diversification Opportunities 2022

	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
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
	(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
	(843410) Milking machines, \$673-51879	DE 109	FR 68.7	NL 30.2	374.1
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(854130) Thyristors/diacs/triacs, except photosensitive device, \$0-203	BR 104.9	HK 4.9	IN 3.4	118.4
	(851650) Microwave ovens, \$147-275	DE 43.5	PL 9.5	CA 8.4	88.0
	(853223) Electric capacitors, fixed, ceramic, single layer, \$48-209	TH 28.4	IN 6	CZ 4.6	57.4
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

	(870710) Bodies for passenger carrying vehicles, \$3226-7897	GB 350.2	TH 36.4	DE 19.5	418.4
	(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

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(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
Dairy products, eggs, honey, edible animal products	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2
	(040229) Milk and cream powder sweetened < 1.5% fat, \$7-14	IT 16.5	CN 3.9	AU 3.1	33.4

Catalogue of Diversification Opportunities 2022

	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2
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
	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
	(051000) Ambergris, civet, musk, etc for pharmaceutical use, \$0-3	IT 4.7	FR 1.9	UY .6	8.7
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
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
	(080120) Brazil nuts, fresh or dried, \$6-12	CA 9	CH 1.9	DE 1.8	24.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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

Catalogue of Diversification Opportunities 2022

	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(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
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
	(121291) Sugar beet, \$0-3	LV 1.5	HU 1.3	SI .9	4.4
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
Animal,vegetable fats and oils, cleavage products, etc	(151913) Tall oil fatty acids, \$1-2	KR 5.2	AU 3.2	CA 3.2	25.0
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-0	LT 3.4	ES 3.2	CH 2.4	13.8
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-4	IT 4.1	KR .9	CA .8	9.6
	(150590) Derivatives of wool grease (including lanolin), \$6-16	TH 1.2	NL .7	DE .6	6.8
	(151000) Olive oil, fractions, blends, not chemically modified, \$1-5	QA 1.5	DK .7	NL .7	6.7
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

Catalogue of Diversification Opportunities 2022

	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
	(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
Sugars and sugar confectionery	(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
	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
	(170240) Glucose including syrup of 20%-50% dry weight fructos, \$0-3	US .8	ZM .7	JP .6	5.9
Vegetable, fruit, nut, etc food preparations	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200870) Peaches, otherwise prepared or preserved, \$0-1	FR 13.7	UY 4.9	AU 2.9	33.1
	(200880) Strawberries, otherwise prepared or preserved, \$1-5	DE 9.7	GB 3.5	CN 2.3	26.1
	(200840) Pears, otherwise prepared or preserved, \$1-2	US 6.2	CA 4.5	BE 1.7	17.4
	(200791) Citrus based jams jellies marmalade, etc., \$5-10	FR 2	PL .6	GB .3	4.1

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

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Basic statistics

Current diversification (number of products)	4,320	Potential new products more complex (percentage)	80
Potential new products	4,049	Export opportunity in more complex products (percentage)	62
Potential new products more complex than the country's average	3,242	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
Machinery & mech appliance etc	13
Vehicles other than railway, tramway	10
Organic chemicals	9
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	6
Electrical, electronic equipment	6
Plastics and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Articles of iron or steel	2
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	12
China	8
Germany	7
France	6
Canada	4
United Kingdom	4
Rep. of Korea	3
Italy	3
Japan	3
Netherlands	3
Thailand	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	16
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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	17
Cereals	13

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	12
Meat and edible meat offal	9
Dairy products, eggs, honey, edible animal products	8
Vegetable, fruit, nut, etc food preparations	7
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	6
Meat, fish and seafood food preparations nes	5
Animal, vegetable fats and oils, cleavage products, etc	5
Cereal, flour, starch, milk preparations and products	4
Cocoa and cocoa preparations	2
Milling products, malt, starches, inulin, wheat gluten	2
Sugars and sugar confectionery	2
Beverages, spirits and vinegar	2
Sum of others with smaller share	5

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

By countries

Country	Percent
USA	11
China	8
Germany	7
United Kingdom	5

By regions

Region	Percent
Asia	36
Western Europe	19
Northern America	13
Northern Europe	10

Catalogue of Diversification Opportunities 2022

Rep. of Korea	5	Southern Europe	7
France	5	Eastern Europe	5
China, Hong Kong SAR	5	Oceania	3
Thailand	3		
Viet Nam	3		
Australia	3		
Netherlands	3		
Italy	3		
Others	23		

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
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
	(293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8

Catalogue of Diversification Opportunities 2022

	(391810) Floor, wall, ceiling cover, roll, tile, vinyl chlorid, \$0-2	FR 179.4	ID 54	GB 34.5	488.0
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
	(392099) Sheet/film not cellular/reinf plastics nes, \$26-61	IN 95.3	FR 72.3	KR 45.4	294.5
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
	(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
	(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
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
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), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2

Catalogue of Diversification Opportunities 2022

	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7

Catalogue of Diversification Opportunities 2022

	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
	(040490) Natural milk products, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1

Catalogue of Diversification Opportunities 2022

	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(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
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7

Catalogue of Diversification Opportunities 2022

	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15	US 111.1	CA 30.3	DE 16.7	183.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
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
	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2

Catalogue of Diversification Opportunities 2022

	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2

Pakistan

Basic statistics

Current diversification (number of products)	8,972	Potential new products more complex (percentage)	81
Potential new products	2,654	Export opportunity in more complex products (percentage)	45
Potential new products more complex than the country's average	2,157	Import replacement opportunity in more complex products (percentage)	64

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	14
Machinery & mech appliance etc	11
Vehicles other than railway, tramway	9
Iron and steel	8
Electrical, electronic equipment	7
Plastics and articles thereof	5
Optical, photo, technical, medical, etc apparatus	4
Inorganic chemicals, precious metal compound, isotopes	4
Copper and articles thereof	3
Meat and edible meat offal	3
Sum of others with smaller share	33

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

By countries

Country	Percent
USA	11
China	10
Germany	6
France	5
Rep. of Korea	4
United Kingdom	4
Japan	3
Belgium	3
India	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	38
Western Europe	20
Northern America	14
Northern Europe	8
Eastern Europe	7
Southern 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
Meat and edible meat offal	37
Cereals	11
Dairy products, eggs, honey, edible animal product nes	11

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	8
Meat, fish and seafood food preparations nes	7
Milling products, malt, starches, inulin, wheat gluten	5
Edible fruit, nuts, peel of citrus fruit, melons	4
Cocoa and cocoa preparations	4
Animal,vegetable fats and oils, cleavage products, etc	3
Residues, wastes of food industry, animal fodder	3
Sugars and sugar confectionery	1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Beverages, spirits and vinegar	1
Vegetable, fruit, nut, etc food preparations	1
Sum of others with smaller share	3

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

By countries

Country	Percent
China	28
USA	6
China, Hong Kong SAR	5
Germany	5
France	5

By regions

Region	Percent
Asia	46
Western Europe	16
Northern Europe	11
Eastern Europe	7
Northern America	7

Catalogue of Diversification Opportunities 2022

United Kingdom	4	Southern Europe	5
Thailand	3	South America	3
Netherlands	3		
Russian Federation	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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2

Catalogue of Diversification Opportunities 2022

	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
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
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5

Catalogue of Diversification Opportunities 2022

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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
Copper and articles thereof	(740311) Copper cathodes and sections of cathodes unwrought, \$6-6	AE 1449.3	IN 336	EG 237.1	2902.6
	(741110) Pipes or tubes, refined copper, \$0-7	IN 151.5	FR 113.7	DE 102.2	945.8
	(740110) Copper mattes, \$1-12	RU 132.1	CN 29.5	UZ 23.8	232.7
	(741011) Foil of refined copper, not backed, t < 0.15mm, \$7-32	US 51.8	PL 46.8	KR 29.2	184.9
	(741021) Foil of refined copper, backed, t < 0.15mm, \$12-76	CN 99	HK 27.8	PH 12.7	151.6
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

Catalogue of Diversification Opportunities 2022

	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
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
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850213) Generating sets, diesel, output > 375 kVA, \$30802-87805	EG 73	NG 44.1	JP 42.1	495.9
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
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
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
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

Catalogue of Diversification Opportunities 2022

	(902219) Non-medical X-ray equipment, \$11306-42823	JP 65.5	US 51.8	FR 39.5	415.8
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2
	(903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28	US 350.7	IN 8.8	HK 6.6	376.5

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
Edible fruit, nuts, peel of citrus fruit, melons	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(080240) Chestnuts, fresh or dried, \$2-7	JP 17.7	ES 7.2	AT 2.2	35.7
	(081120) Rasp-, mul-berries, etc (uncooked, steam, boil),froze, \$1-4	BA 3.9	BE 3.2	FI 2.9	24.6
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2

Catalogue of Diversification Opportunities 2022

	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
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
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0

Catalogue of Diversification Opportunities 2022

	(152200) Degras, residues from treatment animal & veg waxes, \$0-1	FR 19.1	ES 11.4	US 1.7	34.5
	(151610) Animal fats, oils, fractions, hydrogenated, esterified, \$1-21	GB 6.8	DE 6.5	AU 6.1	27.6
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(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
Vegetable, fruit, nut, etc food preparations	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0

Catalogue of Diversification Opportunities 2022

	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200880) Strawberries, otherwise prepared or preserved, \$1-5	DE 9.7	GB 3.5	CN 2.3	26.1
	(200930) Citrus juices (one fruit) not fermented or spiced, \$3-7	FR 5.5	GB 2.6	DK 2.2	14.4
Beverages, spirits and vinegar	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2	FR 40.1	RU 32.6	LV 8.9	89.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8

Palau

Basic statistics

Current diversification (number of products)	127	Potential new products more complex (percentage)	61
Potential new products	1,748	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	1,065	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
Machinery & mech appliance etc	11
Plastics and articles thereof	11
Electrical, electronic equipment	9
Pharmaceutical products	6
Optical, photo, technical, medical, etc apparatus	6
Aluminium and articles thereof	4
Articles of apparel, accessories, knit or crochet	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	3
Articles of apparel, accessories, not knit or crochet	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	15
France	8
China	7
Germany	5
Japan	4
United Kingdom	4
Italy	3
Belgium	3
Thailand	3
Netherlands	3
Rep. of Korea	3
Russian Federation	3
Others	26

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	17
Eastern Europe	8
Northern Europe	6
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
Dairy products, eggs, honey, edible animal products	17

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	15
Cocoa and cocoa preparations	10
Edible vegetables and certain roots and tubers	9
Animal,vegetable fats and oils, cleavage products, etc	9
Miscellaneous edible preparations	8
Live trees, plants, bulbs, roots, cut flowers etc	7
Vegetable, fruit, nut, etc food preparations	6
Edible fruit, nuts, peel of citrus fruit, melons	4
Residues, wastes of food industry, animal fodder	4
Beverages, spirits and vinegar	3
Sugars and sugar confectionery	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	1
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	10
Russian Federation	9
France	7

By regions

Region	Percent
Asia	32
Western Europe	21
Eastern Europe	13

Catalogue of Diversification Opportunities 2022

China	6	Northern America	13
Netherlands	6	Northern Europe	9
United Kingdom	5	Southern Europe	4
Germany	5	Northern Africa	3
Philippines	4		
Japan	3		
Canada	3		
Egypt	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	
Pharmaceutical products	(300490) Medicaments nes, in dosage, \$157-352	US 3289.8	BE 2563.2	TR 627.7	9319.5
	(300420) Antibiotics nes, in dosage, \$27-143	US 449.9	IT 108.3	RU 96.4	1242.6
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5
	(300439) Hormones nes, except contraceptives, in dosage, \$0-70	GB 283.3	ES 78.2	FR 31.3	459.8
	(300450) Vitamins, derivatives, in dosage, \$16-78	RU 63.9	CN 59.2	HK 35.6	414.9

Catalogue of Diversification Opportunities 2022

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
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(611120) Babies garments, accessories of cotton, knit, \$0-20	PL 105	GB 76.7	FR 60.9	513.2

Catalogue of Diversification Opportunities 2022

	(611592) Hosiery nes, of cotton, knit, \$0-14	FR 83.5	DE 81	ES 56.9	511.0
	(610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8
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
	(620469) Womens, girls trousers, shorts, material nes, not kni, \$0-9	DE 66.1	ES 40.3	RU 36.8	330.7
	(620292) Womens, girls anoraks etc of cotton, not knit, \$14-51	FR 76.2	JP 46.9	US 42.1	316.7
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2	VN 156.5	FR 90.8	KR 33.6	490.9
	(732599) Cast articles of iron or steel, nes, \$2-22	US 179.1	PL 61.8	IT 40.5	473.3
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730830) Doors, windows, frames of iron or steel, \$3-12	DE 68.1	US 48	PH 34.1	346.1
Aluminium and articles thereof	(760110) Aluminium unwrought, not alloyed, \$0-1	KR 1632.1	JP 1575.9	TR 850.8	4877.8
	(760429) Bars, rods and other profiles, aluminium alloyed, \$0-3	DE 406.2	FR 61.4	ES 53.4	811.0

Catalogue of Diversification Opportunities 2022

	(761090) Aluminium structures and parts nes, for construction, \$5-16	ID 166	GB 53.2	US 48.2	689.4
	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$0-5	FR 140.1	KH 81.6	CZ 36.5	477.1
	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$5-21	GB 68	AT 45.6	US 34.3	407.1
Machinery & mech appliance etc	(841510) Air conditioners window/wall types, self-contained, \$303-375	VN 786.2	RU 362.5	KR 312.7	2695.8
	(847990) Parts of machines and mechanical appliances nes, \$101-223	CN 1325.2	NL 357.6	FR 124.7	2293.1
	(841810) Combined refrigerator-freezers, two door, \$272-507	FR 559.4	RU 215.3	JP 161.8	1770.3
	(841290) Parts of hydraulic/pneumatic/other power engines, \$0-17	ES 299.1	NL 184.8	SE 157.7	1239.5
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854430) Ignition/other wiring sets for vehicles/aircraft/ship, \$0-20	IT 229.6	FR 188	ES 183.9	1107.4
	(853400) Electronic printed circuits, \$0-66	JP 660.1	FR 202.4	BE 33.5	1084.8
	(851830) Headphones, earphones, combinations, \$7-108	CN 218.4	AU 179.2	CA 165.2	1041.5
	(854460) Electric conductors, for over 1,000 volts, nes, \$5-27	US 271.6	PH 142.8	CN 86.1	1021.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
	(903290) Parts and accessories for automatic controls, \$41-198	VN 170.4	JP 114.6	CN 93.9	661.0

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030410) Fish fillet or meat, fresh or chilled, not liver, roe, \$6-15	NL 64.1	DE 39.9	JP 31.7	291.2
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots), nes, \$1-16	NL 261	CH 92.5	DE 91.7	764.3

Catalogue of Diversification Opportunities 2022

	(060299) Plants, live (including their roots), nes, \$0-1	DK 156.3	FR 143.7	IE 22.6	408.5
	(060310) Cut flowers and flower buds for bouquets, etc., fresh, \$5-12	US 167.9	PL 28.8	CZ 21.1	331.0
Edible vegetables and certain roots and tubers	(070310) Onions and shallots, fresh or chilled, \$0-1	GB 75	NL 60.7	DE 56.6	694.7
	(070200) Tomatoes, fresh or chilled, \$0-2	RU 102.2	US 61.1	IT 43.4	458.4
	(070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4	US 67.8	GB 54.2	DE 46.7	374.9
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071290) Vegetables nes & mixtures, dried, not further prepare, \$0-2	NL 36.5	FR 25.8	ID 6.4	116.3
Edible fruit, nuts, peel of citrus fruit, melons	(080290) Nuts edible, fresh or dried, nes, \$4-20	CN 269.3	US 84.8	JP 53.2	496.0
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
	(081340) Fruits, dried nes, \$3-14	NL 8.4	DE 6.7	RU 5.4	49.3
	(081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12	CA 1.9	GB 1.1	NL 1	9.8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120991) Seed, vegetable, nes for sowing, \$20-299	NL 35	TR 17	JP 16	207.2
	(120991) Seed, vegetable, nes for sowing, \$0-20	EG 38.6	FR 27	NL 10.9	150.8
	(120799) Oil seeds and oleaginous fruits, nes, \$2-11	RU 25.5	EG 6.8	VN 3.5	68.2

Catalogue of Diversification Opportunities 2022

	(120999) Seed, fruits and spores for sowing, nes, \$6-139	NL 4.9	JP 4.6	AU 3.8	35.3
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preparations, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151590) Veg fats, oils nes, fractions, not chemically modified, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151620) Veg fats, oils or fractions hydrogenated, esterified, \$0-1	RU 55.1	EG 50.2	IT 44	271.8
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil nes, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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
	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
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
	(200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
Miscellaneous edible preparations	(210110) Coffee extracts, essences, concentrates, preparations, \$4-14	US 74.3	SA 35	TR 30.2	350.6

Catalogue of Diversification Opportunities 2022

	(210410) Soups and broths and preparations thereof, \$0-2	CA 214	FR 37.3	GB 19.5	331.8
	(210110) Coffee extracts, essences, concentrates, preparations, \$0-4	PH 160.3	CN 48.4	HU 13.4	326.2
	(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
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220110) Mineral and aerated waters not sweetened or flavoured, \$0-1	US 71.1	RU 18.5	MO 18.4	229.8
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$1-2	CA 19.7	US 14.9	RU 7.1	72.2
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$0-4	TH 139.7	US 77.7	PS 58.3	802.1

Panama

Basic statistics

Current diversification (number of products)	7,054	Potential new products more complex (percentage)	83
Potential new products	3,103	Export opportunity in more complex products (percentage)	71
Potential new products more complex than the country's average	2,570	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
Machinery & mech appliance etc	11
Organic chemicals	10
Iron and steel	10
Vehicles other than railway, tramway	6
Electrical, electronic equipment	5
Plastics and articles thereof	5
Pharmaceutical products	4
Inorganic chemicals, precious metal compound, isotopes	4
Optical, photo, technical, medical, etc apparatus	3
Copper 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
USA	11
China	10
France	6
Germany	5
Thailand	4
United Kingdom	4
Italy	4
Netherlands	3
Japan	3
Spain	3
India	3
Rep. of Korea	3
Others	29

By regions

Region	Percent
Asia	40
Western Europe	18
Northern America	13
Southern Europe	8
Northern Europe	7
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
Meat and edible meat offal	25

Catalogue of Diversification Opportunities 2022

Cereals	16
Edible fruit, nuts, peel of citrus fruit, melons	10
Animal,vegetable fats and oils, cleavage products, etc	8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Dairy products, eggs, honey, edible animal product nes	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Beverages, spirits and vinegar	4
Milling products, malt, starches, inulin, wheat gluten	3
Meat, fish and seafood food preparations nes	3
Tobacco and manufactured tobacco substitutes	3
Cocoa and cocoa preparations	2
Edible vegetables and certain roots and tubers	2
Vegetable, fruit, nut, etc food preparations	2
Sum of others with smaller share	7

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

By countries

Country	Percent
China	18
Germany	7
USA	7

By regions

Region	Percent
Asia	46
Western Europe	15
Northern Europe	10

Catalogue of Diversification Opportunities 2022

Japan	6	Northern America	9
China, Hong Kong SAR	5	Southern Europe	6
United Kingdom	4	Eastern Europe	5
Viet Nam	3	South America	3
Italy	3		
Netherlands	3		
Others	26		

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
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

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
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
	(300640) Dental cements and other dental fillings, bone cement, \$281-597	DE 34	CN 33.2	NL 28.9	167.9
	(300510) Medical dressings etc. having an adhesive layer, \$144-371	US 70.7	DE 37.6	AE 8.4	159.2
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(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

Catalogue of Diversification Opportunities 2022

	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$0-2	DE 229.4	CN 53.7	PL 32.3	400.7
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
Copper and articles thereof	(740311) Copper cathodes and sections of cathodes unwrought, \$6-6	AE 1449.3	IN 336	EG 237.1	2902.6
	(740811) Wire of refined copper > 6mm wide, \$6-10	IT 307	GB 268.9	ES 104.6	1004.5
	(740911) Plate, sheet, strip, refined copper, coil, t > 0.15mm, \$0-7	IT 171.8	FR 152.4	PL 18.3	391.6
	(740819) Wire of refined copper < 6mm wide, \$6-20	IN 111.5	AR 72	PH 33.3	321.9
	(741021) Foil of refined copper, backed, t < 0.15mm, \$12-76	CN 99	HK 27.8	PH 12.7	151.6
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

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(842720) Self-propelled works trucks, non-electric, \$0-12020	CA 431.8	NL 50.3	ES 44.8	659.1
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850213) Generating sets, diesel, output > 375 kVA, \$30802-87805	EG 73	NG 44.1	JP 42.1	495.9
	(850423) Liquid dielectric transformers > 10,000 KVA, \$2387-392273	FR 66.9	BH 26.9	CI 26.7	442.3
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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2
	(900211) Objective lenses for cameras, projectors, etc, \$712-1446	GB 57.3	MY 45	DE 31.1	266.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
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

Catalogue of Diversification Opportunities 2022

	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
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
	(070420) Brussels sprouts, fresh or chilled, \$1-3	US 62.5	CA 5	DE 1.5	74.4
	(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
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

Catalogue of Diversification Opportunities 2022

	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10	IT 276.8	DE 62	ES 15.6	444.8
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080231) Walnuts in shell, fresh or dried, \$2-6	IT 30	IN 20.8	VN 14.5	99.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(120930) Seed, flower, for sowing, \$26-656	DE 14.6	NL 9.8	US 6.2	35.8
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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
	(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
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5

Catalogue of Diversification Opportunities 2022

	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Vegetable, fruit, nut, etc food preparations	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200551) Beans, shelled, prepared/preserved, not frozen/vinega, \$0-1	DE 8.9	YE 5.1	FR 3.6	40.1
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Tobacco and tobacco substitutes	(240399) Products of tobacco, substitute nes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1

Papua New Guinea

Basic statistics

Current diversification (number of products)	1,102	Potential new products more complex (percentage)	69
Potential new products	3,821	Export opportunity in more complex products (percentage)	36
Potential new products more complex than the country's average	2,628	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	8
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	6
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Paper & paperboard, articles of pulp, paper and board	3
Articles of iron or steel	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	14
France	7
China	6
Thailand	5
Germany	5
Netherlands	4
United Kingdom	3
India	3
Italy	3
Rep. of Korea	3
Japan	3
Others	29

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	16
Eastern Europe	8
Northern Europe	6
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
Meat and edible meat offal	18
Edible fruit, nuts, peel of citrus fruit, melons	15

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	11
Cereals	11
Vegetable, fruit, nut, etc food preparations	7
Cereal, flour, starch, milk preparations and products	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Cocoa and cocoa preparations	5
Animal,vegetable fats and oils, cleavage products, etc	5
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	2
Residues, wastes of food industry, animal fodder	2
Sugars and sugar confectionery	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	15
USA	9
Germany	8
United Kingdom	6

By regions

Region	Percent
Asia	43
Western Europe	16
Northern America	11
Northern Europe	10

Catalogue of Diversification Opportunities 2022

Russian Federation	4	Eastern Europe	7
Japan	4	Southern Europe	5
Netherlands	4	South America	3
United Arab Emirates	3		
China, Hong Kong SAR	3		
Viet Nam	3		
Others	26		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(840820) Engines, diesel, for motor vehicles, \$0-771	US 242	GB 208.1	SK 149.8	776.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Optical, photo, technical, medical, etc apparatus	(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
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(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 product nes	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5

Catalogue of Diversification Opportunities 2022

	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-0	IE 5.7	CY 4.9	FR 4.2	30.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5

Catalogue of Diversification Opportunities 2022

	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
Meat, fish and seafood food preparations nes	(160239) Fowl, duck,goose, ofal, prepared, preserved not live, \$3-6	JP 140.7	NL 48.3	IE 39.7	480.1
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, ofal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat ofal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Paraguay

Basic statistics

Current diversification (number of products)	2,115	Potential new products	76
Potential new products more complex (percentage)	4,136	Export opportunity in more complex products (percentage)	41
Potential new products more complex than the country's average	3,134	Import replacement opportunity in more complex products (percentage)	49

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Electrical, electronic equipment	8
Vehicles other than railway, tramway	8
Plastics and articles thereof	6
Pharmaceutical products	6
Organic chemicals	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	3
Miscellaneous chemical products	2
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	12
Germany	8
France	6
China	6
Netherlands	4
Japan	3
Rep. of Korea	3
India	3
United Kingdom	3
Spain	3
Thailand	3
Italy	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	23
Northern America	14
Eastern Europe	8
Southern Europe	8
Northern Europe	7
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	18

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	12
Vegetable, fruit, nut, etc food preparations	10
Cereal, flour, starch, milk preparations and products	9
Dairy products, eggs, honey, edible animal products	7
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	7
Animal, vegetable fats and oils, cleavage products, etc	5
Cocoa and cocoa preparations	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Beverages, spirits and vinegar	4
Sugars and sugar confectionery	3
Cereals	3
Edible vegetables and certain roots and tubers	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	13
Germany	12
United Kingdom	6

By regions

Region	Percent
Asia	32
Western Europe	24
Northern America	15

Catalogue of Diversification Opportunities 2022

Netherlands	5	Northern Europe	11
China	5	Eastern Europe	8
United Arab Emirates	4	Southern Europe	7
Japan	4		
Russian Federation	3		
China, Hong Kong SAR	3		
France	3		
Italy	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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

Catalogue of Diversification Opportunities 2022

	(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	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(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
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(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	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5

Catalogue of Diversification Opportunities 2022

	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866	SA 2774.6	FR 1101.6	DE 545.5	7194.8
	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2

Catalogue of Diversification Opportunities 2022

	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3

Catalogue of Diversification Opportunities 2022

	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030250) Cod, fresh or chilled, whole, \$5-12	NL 32.3	PT 18.7	DK 11.3	78.7
	(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	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
	(040630) Cheese processed, not grated or powdered, \$0-3	FR 105.8	ES 19.8	LU 16.1	213.0
	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1

Catalogue of Diversification Opportunities 2022

	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110311) Wheat meal, \$0-1	FR 10.4	US 1.7	GB 1.2	19.4
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120930) Seed, flower, for sowing, \$26-656	DE 14.6	NL 9.8	US 6.2	35.8
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-4	US 30.5	CZ 23.8	CA 18.2	101.8
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Peru

Basic statistics

Current diversification (number of products)	8,650	Potential new products more complex (percentage)	81
Potential new products	2,922	Export opportunity in more complex products (percentage)	55
Potential new products more complex than the country's average	2,353	Import replacement opportunity in more complex products (percentage)	61

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Organic chemicals	11
Vehicles other than railway, tramway	11
Iron and steel	10
Optical, photo, technical, medical, etc apparatus	6
Electrical, electronic equipment	6
Inorganic chemicals, precious metal compound, isotopes	4
Plastics and articles thereof	3
Meat and edible meat offal	3
Nickel and articles thereof	2
Sum of others with smaller share	32

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

By countries

Country	Percent
China	11
USA	11
France	6
Germany	6
Thailand	4
United Kingdom	4
Netherlands	3
India	3
Italy	3
Rep. of Korea	3
Japan	3
Others	27

By regions

Region	Percent
Asia	40
Western Europe	21
Northern America	13
Northern Europe	7
Eastern Europe	6
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
Meat and edible meat offal	39
Cereals	16

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	8
Dairy products, eggs, honey, edible animal product nes	6
Cereal, flour, starch, milk preparations and products	5
Vegetable, fruit, nut, etc food preparations	5
Meat, fish and seafood food preparations nes	3
Residues, wastes of food industry, animal fodder	3
Live animals	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Sugars and sugar confectionery	2
Products of animal origin, nes	1
Milling products, malt, starches, inulin, wheat gluten	1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Sum of others with smaller share	3

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

By countries

Country	Percent
China	26
Germany	7
France	4
Viet Nam	4

By regions

Region	Percent
Asia	49
Western Europe	18
Northern Europe	7
Eastern Europe	7

Catalogue of Diversification Opportunities 2022

Japan	4	Southern Europe	5
United Kingdom	3	Northern America	5
Netherlands	3	South America	3
USA	3		
Others	25		

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7

Catalogue of Diversification Opportunities 2022

	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390791) Polyesters nes, unsaturated, in primary forms, \$0-2	FR 51.2	SE 36.9	DE 32.4	230.8
	(390311) Polystyrene, expansible in primary forms, \$0-1	IT 50.9	RO 50.2	UA 21.5	228.9
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

Catalogue of Diversification Opportunities 2022

	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
Machinery & mech appliance etc	(845710) Machining centres, for working metal, \$140463-293222	CN 918.4	US 219	HU 44.5	1327.6
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(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

Catalogue of Diversification Opportunities 2022

	(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	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$86409-165647	US 1631.8	CN 373.6	GB 296.1	3157.7
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3

Catalogue of Diversification Opportunities 2022

	(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
	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030371) Sardines, brisling, sprats, frozen, whole, \$0-2	TH 48.4	CI 10.2	PH 9.4	120.4
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8

Catalogue of Diversification Opportunities 2022

	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040490) Natural milk products, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(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
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4

Catalogue of Diversification Opportunities 2022

	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(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	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(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
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
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3

Catalogue of Diversification Opportunities 2022

	(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, \$3-7	AT 10	SK 3.3	SA 3.1	34.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(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
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200510) Homogenized vegetable preparations, not frozen/vinega, \$0-1	GB 2.7	YE 1.7	FR 1.6	11.5
	(200950) Tomato juice not fermented or spirited, \$0-1	FR 2.7	BY 1.4	AF 1.1	7.6

Catalogue of Diversification Opportunities 2022

	(200710) Homogenised jams, jellies, etc, \$6-12	RU 2.8	BE .6	MV .5	6.5
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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2

Philippines

Basic statistics

Current diversification (number of products)	10,558	Potential new products more complex (percentage)	82
Potential new products	2,303	Export opportunity in more complex products (percentage)	57
Potential new products more complex than the country's average	1,886	Import replacement opportunity in more complex products (percentage)	32

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	15
Iron and steel	13
Vehicles other than railway, tramway	11
Machinery & mech appliance etc	10
Inorganic chemicals, precious metal compound, isotopes	5
Meat and edible meat offal	4
Articles of iron or steel	3
Plastics and articles thereof	3
Nickel and articles thereof	3
Electrical, electronic equipment	2
Sum of others with smaller share	31

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

By countries

Country	Percent
China	12
USA	12
Germany	6
France	5
United Kingdom	4
Italy	3
Netherlands	3
Thailand	3
Russian Federation	3
Japan	3
Rep. of Korea	3
Others	27

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	14
Northern Europe	8
Eastern Europe	7
Southern Europe	7
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	49
Fish, crustaceans, molluscs, aquatic invertebrates nes	9

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	9
Cereals	7
Dairy products, eggs, honey, edible animal product nes	7
Milling products, malt, starches, inulin, wheat gluten	6
Animal,vegetable fats and oils, cleavage products, etc	3
Products of animal origin, nes	2
Sugars and sugar confectionery	2
Edible vegetables and certain roots and tubers	2
Residues, wastes of food industry, animal fodder	2
Beverages, spirits and vinegar	1
Edible fruit, nuts, peel of citrus fruit, melons	1
Cereal, flour, starch, milk preparations and products	1
Sum of others with smaller share	1

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

By countries

Country	Percent
China	31
Germany	10
USA	6
Finland	3

By regions

Region	Percent
Asia	43
Western Europe	21
Northern Europe	9
Northern America	7

Catalogue of Diversification Opportunities 2022

United Kingdom	3	Eastern Europe	7
Netherlands	3	Southern Europe	6
France	3		
China, Hong Kong SAR	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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1

Catalogue of Diversification Opportunities 2022

	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
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
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Plastics and articles thereof	(390930) Amino-resins nes, in primary forms, \$0-1	FR 104.2	VN 92.2	TR 65.1	495.5
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
	(391190) Polysulphides, polysulphones etc, nes in primary form, \$3-10	MY 55.5	JP 34.2	BE 23.1	255.2
	(391239) Cellulose ethers nes, in primary forms, \$4-13	BR 39.3	RU 37.3	GB 22.7	248.1
	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2

Catalogue of Diversification Opportunities 2022

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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(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
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
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4	GB 50.7	NO 43.2	ID 28	263.9
	(730539) Pipes nes, iron/steel, welded nes, diameter >406.4mm, \$0-3	CA 30.4	MA 18.3	SA 16.7	189.6
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$13-16	CN 985.7	US 879.2	DE 461.3	3935.8
	(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

Catalogue of Diversification Opportunities 2022

	(750712) Tubes and pipe, nickel alloy, \$0-27	IT 27.1	KR 23.8	SA 18.6	132.8
	(750522) Wire, nickel alloy, \$24-75	SA 33.3	VN 12	CN 11.9	123.1
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
	(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
	(842911) Bulldozers and angledozers, crawler type, \$49187-176728	RU 261.4	SA 83.1	JP 40.3	598.4
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850422) Liquid dielectric transformers 650-10,000KVA, \$30198-67252	US 197.2	DE 59	CH 14.1	322.2
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(850153) AC motors, multi-phase, of an output > 75 kW, \$17560-40915	DE 107.2	CH 38.9	PL 25.1	229.4
	(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	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7

Catalogue of Diversification Opportunities 2022

	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(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

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8

Catalogue of Diversification Opportunities 2022

	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
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
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(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
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
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
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0

Catalogue of Diversification Opportunities 2022

	(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	(080240) Chestnuts, fresh or dried, \$2-7	JP 17.7	ES 7.2	AT 2.2	35.7
	(081120) Rasp-, mul-berries, etc (uncooked, steam, boil),froze, \$1-4	BA 3.9	BE 3.2	FI 2.9	24.6
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$0-5	RU 8.9	AE 4.9	SE 1.7	21.7
	(081330) Apples, dried, \$3-10	AU 2	CH 1.3	NL 1.1	11.0
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
	(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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1

Catalogue of Diversification Opportunities 2022

	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2	SE 12.1	FR 11.2	PH 7.1	64.0
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151913) Tall oil fatty acids, \$1-2	KR 5.2	AU 3.2	CA 3.2	25.0
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170230) Glucose, glucose syrup < 20% fructose, \$2-5	ES .6	BE .5	JP .5	3.2
Cereal, flour, starch, milk preparations and products	(190190) Malt extract & limited cocoa pastrycooks products nes, \$10-24	CN 33.2	ID 21.3	LK 9	67.9
Beverages, spirits and vinegar	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

Catalogue of Diversification Opportunities 2022

	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
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Pitcairn

Basic statistics

Current diversification (number of products)	159	Potential new products more complex (percentage)	68
Potential new products	2,084	Export opportunity in more complex products (percentage)	26
Potential new products more complex than the country's average	1,417	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	11
Machinery & mech appliance etc	10
Electrical, electronic equipment	9
Articles of apparel, accessories, knit or crochet	5
Articles of apparel, accessories, not knit or crochet	4
Paper & paperboard, articles of pulp, paper and board	4
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	4
Other made textile articles, sets, worn clothing etc	3
Furniture, lighting, signs, prefabricated buildings	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	16
France	9
China	6
United Kingdom	5
Germany	5
Netherlands	4
Japan	4
Italy	3
Russian Federation	3
Rep. of Korea	3
Others	26

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	17
Eastern Europe	8
Northern Europe	7
Southern Europe	7

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Cereal, flour, starch, milk preparations and products	17
Vegetable, fruit, nut, etc food preparations	12
Dairy products, eggs, honey, edible animal products	11

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	10
Edible fruit, nuts, peel of citrus fruit, melons	8
Animal,vegetable fats and oils, cleavage products, etc	6
Edible vegetables and certain roots and tubers	6
Miscellaneous edible preparations	6
Live trees, plants, bulbs, roots, cut flowers etc	5
Residues, wastes of food industry, animal fodder	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Sugars and sugar confectionery	3
Coffee, tea, mate and spices	2
Meat, fish and seafood food preparations nes	2
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	15
Russian Federation	8
Netherlands	7
Germany	6
France	5

By regions

Region	Percent
Asia	29
Western Europe	21
Northern America	18
Eastern Europe	13
Northern Europe	7

Catalogue of Diversification Opportunities 2022

United Kingdom	5	Southern Europe	5
China	4	Sub-Saharan Africa	3
Canada	4		
Japan	4		
Malaysia	3		
Others	23		

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	
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
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(611120) Babies garments, accessories of cotton, knit, \$0-20	PL 105	GB 76.7	FR 60.9	513.2
	(611592) Hosiery nes, of cotton, knit, \$0-14	FR 83.5	DE 81	ES 56.9	511.0
	(610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8
Articles of apparel, accessories, not knit or crochet	(620193) Mens, boys anoraks etc, of manmade fibres, not knit, \$0-24	KR 778.8	US 245.2	AT 129.3	1521.3
	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620469) Womens, girls trousers, shorts, material nes, not kni, \$0-9	DE 66.1	ES 40.3	RU 36.8	330.7
	(620292) Womens, girls anoraks etc of cotton, not knit, \$14-51	FR 76.2	JP 46.9	US 42.1	316.7

Catalogue of Diversification Opportunities 2022

	(620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58	FR 81	US 66.5	JP 61.6	316.1
Other made textile articles, sets, worn clothing etc	(630140) Blankets (except electric) & travel rugs, synth fibre, \$5-18	US 1179.6	BE 5.4	DE 2.9	1215.2
	(630392) Curtains drapes blinds valances, synth fibre, not kni, \$9-31	US 780.1	CZ 9.1	GB 6.3	829.7
	(630232) Bed linen, of manmade fibres, nes, \$6-18	US 480.2	PL 5.2	SA 4	526.7
	(630231) Bed linen, of cotton, nes, \$7-22	US 312.5	DE 22.1	DK 19.1	453.2
	(630531) Sacks & bags, packing, polyethylene or polypropylene, \$0-2	FR 93	NL 74.9	GB 74.2	435.6
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2	VN 156.5	FR 90.8	KR 33.6	490.9
	(732599) Cast articles of iron or steel, nes, \$2-22	US 179.1	PL 61.8	IT 40.5	473.3
Machinery & mech appliance etc	(841510) Air conditioners window/wall types, self-contained, \$303-375	VN 786.2	RU 362.5	KR 312.7	2695.8
	(847990) Parts of machines and mechanical appliances nes, \$101-223	CN 1325.2	NL 357.6	FR 124.7	2293.1
	(841810) Combined refrigerator-freezers, two door, \$272-507	FR 559.4	RU 215.3	JP 161.8	1770.3

Catalogue of Diversification Opportunities 2022

	(841290) Parts of hydraulic/pneumatic/other power engines, \$0-17	ES 299.1	NL 184.8	SE 157.7	1239.5
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(853400) Electronic printed circuits, \$0-66	JP 660.1	FR 202.4	BE 33.5	1084.8
	(851830) Headphones, earphones, combinations, \$7-108	CN 218.4	AU 179.2	CA 165.2	1041.5
	(854460) Electric conductors, for over 1,000 volts, nes, \$5-27	US 271.6	PH 142.8	CN 86.1	1021.6
Optical, photo, technical, medical, etc apparatus	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
	(903290) Parts and accessories for automatic controls, \$41-198	VN 170.4	JP 114.6	CN 93.9	661.0
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(902290) Parts and accessories for radiation apparatus, \$0-93	FR 299.5	GB 75.5	DE 64.1	593.5
Furniture, lighting, signs, prefabricated buildings	(940429) Mattresses, stuffed, spring interior, etc, \$0-91	US 206.5	JP 191.6	DE 175.7	1503.2

Catalogue of Diversification Opportunities 2022

	(940421) Mattresses of cellular rubber or plastic, \$94-106	US 592.1	DE 217.3	FR 127.3	1343.3
	(940120) Seats, motor vehicles, \$59-331	RU 201.2	US 177.4	BR 29.6	510.8
	(940161) Seats with wooden frames, upholstered nes, \$0-175	GB 124.4	AT 52	KR 32.3	417.6
	(940290) Medical, dental, surgical & veterinary furniture, nes, \$9-36	US 128.9	SG 24.2	NL 21.5	339.7

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 product nes	(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
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots),nes, \$1-16	NL 261	CH 92.5	DE 91.7	764.3
	(060310) Cut flowers and flower buds for bouquets, etc., fresh, \$5-12	US 167.9	PL 28.8	CZ 21.1	331.0
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
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

Catalogue of Diversification Opportunities 2022

	(070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4	US 67.8	GB 54.2	DE 46.7	374.9
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(071290) Vegetables nes & mixtures, dried, not further prepare, \$2-9	CA 52.8	IT 13.8	DE 11.5	113.4
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080290) Nuts edible, fresh or dried, nes, \$4-20	CN 269.3	US 84.8	JP 53.2	496.0
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081340) Fruits, dried nes, \$3-14	NL 8.4	DE 6.7	RU 5.4	49.3
	(080110) Coconuts, fresh or dried, \$1-4	IN 26.4	MO 1.6	PS .6	31.6
Coffee, tea, mate and spices	(091091) Mixtures of spices, \$3-10	DE 20.3	MY 18.6	AE 11.2	95.7
	(090411) Pepper of the genus Piper, whole, \$3-14	VN 19	PH 16.6	EG 10.4	63.1
	(090122) Coffee, roasted, decaffeinated, \$6-22	US 23.6	BE 10.7	SA 4.1	53.9
	(091010) Ginger, \$1-7	BY 6.1	AT 4.9	DE 4.5	46.6
	(090210) Tea, green (unfermented) in packages < 3 kg, \$7-30	MY 11.3	NE 5.9	NL 3.8	39.4

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120991) Seed, vegetable, nes for sowing, \$20-299	NL 35	TR 17	JP 16	207.2
	(120991) Seed, vegetable, nes for sowing, \$0-20	EG 38.6	FR 27	NL 10.9	150.8
	(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
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(151620) Veg fats, oils or fractions hydrogenated, esterified, \$1-5	CN 21.3	ID 9.1	JP 8.8	99.9
Meat, fish and seafood food preparations nes	(160414) Tuna, skipjack, bonito, prepared/preserved, not mince, \$3-7	NL 79.7	US 79.5	SA 42.2	415.1
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180500) Cocoa powder, unsweetened, \$2-6	US 63.9	CN 31.5	NL 16.6	223.3
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
	(190230) Pasta except uncooked or stuffed, \$1-3	CA 33.7	NL 33.4	CN 33	357.0
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0

Catalogue of Diversification Opportunities 2022

		(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
		(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
		(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
		(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
Miscellaneous preparations	edible	(210410) Soups and broths and preparations thereof, \$0-2	CA 214	FR 37.3	GB 19.5	331.8
		(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
		(210410) Soups and broths and preparations thereof, \$2-6	US 41.3	IT 19.8	NE 17.5	193.6
		(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
Residues, wastes of food industry, animal fodder		(230990) Animal feed preparations, \$0-4	TH 139.7	US 77.7	PS 58.3	802.1
		(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
		(230990) Animal feed preparations, \$13-36	ES 16.4	CO 4.5	BR 3	38.4

Poland

Basic statistics

Current diversification (number of products)	19,515	Potential new products more complex (percentage)	88
Potential new products	370	Export opportunity in more complex products (percentage)	66
Potential new products more complex than the country's average	326	Import replacement opportunity in more complex products (percentage)	66

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	20
Organic chemicals	14
Vehicles other than railway, tramway	13
Optical, photo, technical, medical, etc apparatus	12
Iron and steel	9
Electrical, electronic equipment	9
Inorganic chemicals, precious metal compound, isotopes	4
Plastics and articles thereof	3
Miscellaneous chemical products	2
Glass and glassware	2
Sum of others with smaller share	12

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

By countries

Country	Percent
USA	14
China	10
Germany	9
France	7
India	5
Switzerland	4
Canada	4
Italy	3
Japan	3
China, Hong Kong SAR	3
Others	23

By regions

Region	Percent
Asia	36
Western Europe	25
Northern America	18
Southern Europe	5
Northern Europe	5
South America	3
Eastern Europe	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	44
Sugars and sugar confectionery	37
Meat and edible meat offal	12

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Animal,vegetable fats and oils, cleavage products, etc	1

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

By countries

Country	Percent
France	20
Germany	15
Egypt	11
Ireland	11
Belgium	7
USA	6
Denmark	4
China	4
Togo	3
Others	6

By regions

Region	Percent
Western Europe	45
Northern Europe	18
Northern Africa	11
Asia	11
Northern America	6
Sub-Saharan Africa	3
Eastern Europe	3

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	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(284990) Carbides except calcium and silicon, \$21-73	US 27.7	NL 14.8	IL 4.3	50.3
	(281820) Aluminium oxide, except artificial corundum, \$16-25	BE 14.1	SA 11	CN 4.2	34.5
	(282760) Iodides and oxide oxides of metals, \$0-24	CN 11.4	BR 3.1	CA 2.4	24.7
	(282570) Molybdenum oxides and hydroxides, \$60-125	SG 20.4	CH 0	TH 0	20.5
Organic chemicals	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
	(294110) Penicillins, derivatives, in bulk, salts, \$31-123	TH 23.7	BE 16.4	CO 6.7	83.7
	(291830) Carboxylic acids (aldehyde, ketone function), derivs, \$10-87	DE 15.8	ES 12.1	CH 9.6	58.9
	(293410) Heterocyclic compounds with an unfused thiazole ring, \$246-563	DE 27.7	CA 4.5	FR 3.9	45.0
	(290729) Polyphenols nes, \$0-7	IN 14.9	JP 5.4	FR 5.4	37.7
Miscellaneous chemical products	(381519) Supported catalysts, except nickel or precious metal, \$15066+	FI 54	SA 17.9		71.9

Catalogue of Diversification Opportunities 2022

	(381121) Lubricating oil additives with petroleum, bitumen oil, \$6-12	CN 20.7	NG 10.3	CH 2.8	49.2
	(380992) Finishing agents & dye carriers - paper industry, \$4-8	CN 8.7	DE 3.1	KR 1.3	17.7
	(382310) Prepared binders for foundry moulds or cores, \$30-97	CD .4	ES .1	LA .1	0.8
	(380300) Tall oil, whether or not refined, \$59-125	BE 0	GR 0	ES 0	0.0
Plastics and articles thereof	(391390) Polymers, natural or modified nes in primary forms ne, \$3142-5762	BE 30.1	KR 16.8	SI .6	48.2
	(390940) Phenolic resins, in primary forms, \$5-11	NL 7.9	FR 5	SK 3.7	37.9
	(390320) Styrene-acrylonitrile (SAN) copolymers, primary forms, \$0-1	HU 11.1	CZ 6.5	NG 4.5	32.9
	(391690) Monofilament(>1mm), rods,not ethylene or vinyl polyme, \$44-61	JP 9.5	CR 3.8	DE 2.4	20.7
	(392030) Sheet/film not cellular/reinf polymers of styrene, \$25-85	GB 6.9	US 6.1	IT 4.2	17.7
Glass and glassware	(702000) Articles of glass, nes, \$82-118	DE 84.8	FR 7.6	RO 2.7	97.9
	(700719) Safety glass, toughened (tempered), non-vehicle use, \$310-790	FI 4.9	US 1.2	GB .5	8.6
	(701510) Glasses for corrective spectacles, unworked, \$12-128	HU .8	TH .6	GR .2	2.6
Iron and steel	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(721933) Cold rolled stainless steel, w >600mm, t 1.0-3.0 mm, \$3-5	CN 17.1	IT 15.6	CH 2.9	46.9

Catalogue of Diversification Opportunities 2022

	(722220) Stainless steel bar nfw than cold formed/cold finishe, \$16-21	CH 10.2	FR 9	BR 4.4	34.2
	(721932) Cold rolled stainless steel, w >600mm, t 3.0-4.75mm, \$6-15	KR 14.5	JP 2.9	AT 2.1	22.6
	(722710) Bar/rod, of high speed steel, irregular coils, \$14-32	CN 6.3	JM 2.1	GY .4	9.0
Machinery & mech appliance etc	(842240) Packing or wrapping machinery nes, \$66673-180950	CN 129.9	CA 54.7	AU 39.4	282.2
	(845530) Rolls for metal rolling mills, \$470-13299	IN 62.3	US 56	CA 21.9	201.4
	(841861) Compression refrigeration equipment with heat exchang, \$2431-4337	CH 117.3	NO 27.4	MY 1.1	150.0
	(843840) Brewery machinery, \$307-18148	PH 54.3	US 17.9	MZ 8.9	101.0
	(846011) Num controlled surface grinders, accurate to 0.01mm, \$2355-80567	TH 19.2	JP 17.6	VN 11	87.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
	(854020) Television camera tubes and other photo-cathode tubes, \$197-2008	US 76.4	GR 17	GB 7.8	112.8
	(850980) Domestic appliances, with electric motor, nes, \$48-77	EG 23	CA 11.6	CN 7.6	53.0
	(854049) Microwave tubes, except magnetron/klystron, \$20014-49489	FR 22.9	CA 9.6	GB 7.8	46.7
	(850910) Domestic vacuum cleaners, \$366-813	DE 12	CZ 5.2	SG 5	35.3
Vehicles other than railway, tramway	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7

Catalogue of Diversification Opportunities 2022

	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$26-35	SE 2.7	BE 2.7	PK 2.1	10.8
Optical, photo, technical, medical, etc apparatus	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(900110) Optical fibres, except for telecommunications, \$389-893	CN 53.7	FR 7.5	IT 3.5	75.1
	(902690) Parts of equipment to measure or check fluid variable, \$483-649	JP 42.1	CN 7.2	SE 4	62.8
	(901380) Optical devices, appliances and instruments, nes, \$274-671	AU 21.9	US 17.4	CN 3.4	46.5
	(901290) Parts and accessories for non-optical microscopes, et, \$911-2026	CN 13.7	JP 10.9	DE 6.7	41.3

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	(020731) Fatty livers (geese,ducks) domestic fresh or chilled, \$15-40	BE 3.9	ES 1.2	DE .7	7.3
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$11-19	GB 0	AO 0	BE 0	0.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030222) Plaice, fresh or chilled, whole, \$3-7	GB .6	FR .3	BE .2	1.1
	(030541) Salmon, smoked, including fillets, \$69-109	HK .2	GB 0	SG 0	0.2
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0

Catalogue of Diversification Opportunities 2022

	(030322) Salmon Atlantic or Danube, frozen, whole, \$33-51	PF 0	KW 0	VC 0	0.0
Dairy products, eggs, honey, edible animal products	(040120) Milk not concentrated nor sweetened 1-6% fat, \$2-3	EE .5	HU .5	BE .4	1.9
Products of animal origin, nes	(051110) Semen bovine, \$37845-63374	MY .1	BY .1	PY 0	0.2
Edible fruit, nuts, peel of citrus fruit, melons	(080250) Pistachios, fresh or dried, \$19-36	FR 12	EG 6.7	DE 6.6	28.0
Milling products, malt, starches, inulin, wheat gluten	(110313) Maize (corn) groats or meal, \$16-54	TG 0	IT 0	TR 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$5-11	US .3	NZ .1	LU 0	0.5
Animal,vegetable fats and oils, cleavage products, etc	(150890) Refined ground-nut oil not chemically modified, \$139-274	FI .4	CN 0	IN 0	0.4
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7

Portugal

Basic statistics

Current diversification (number of products)	17,287	Potential new products more complex (percentage)	90
Potential new products	623	Export opportunity in more complex products (percentage)	77
Potential new products more complex than the country's average	561	Import replacement opportunity in more complex products (percentage)	49

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	17
Machinery & mech appliance etc	17
Iron and steel	13
Optical, photo, technical, medical, etc apparatus	7
Articles of iron or steel	7
Electrical, electronic equipment	5
Live animals	5
Animal,vegetable fats and oils, cleavage products, etc	5
Plastics and articles thereof	4
Miscellaneous chemical products	4
Sum of others with smaller share	17

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

By countries

Country	Percent
USA	9
Germany	8
China	7
Japan	5
Italy	4
Singapore	4
France	4
Russian Federation	3
Indonesia	3
Rep. of Korea	3
Belgium	3
India	3
Others	30

By regions

Region	Percent
Asia	37
Western Europe	20
Eastern Europe	12
Northern America	11
Southern Europe	8
Northern 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
Animal,vegetable fats and oils, cleavage products, etc	53

Catalogue of Diversification Opportunities 2022

Live animals	45
Vegetable, fruit, nut, etc food preparations	2

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

By countries

Country	Percent
Germany	29
China	13
Poland	8
Belgium	8
USA	6
Spain	5
Netherlands	5
Hungary	3
France	3
Russian Federation	3
United Kingdom	3
Others	4

By regions

Region	Percent
Western Europe	47
Asia	18
Eastern Europe	17
Southern Europe	8
Northern America	6
Northern Europe	5

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	
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
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151930) Industrial fatty alcohols, \$0-1	BE 57.9	FR 48.7	DE 38.4	224.8
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$5-10	KR 1.6	NL 1.2	CN 1	11.6
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$18-62	NO .6	LT .2	JP .1	1.4
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
	(292690) Nitrile-function compounds, nes, \$7-32	BR 82.3	JP 50.4	US 37	307.4
	(290531) Ethylene glycol (ethanediol), \$0-0	ID 112	GB 96	VN 21.8	291.0
	(291639) Aromatic monocarboxylic acids and derivatives, nes, \$10-35	IN 34	JP 18.4	TR 14.2	153.5

Catalogue of Diversification Opportunities 2022

		(292690) Nitrile-function compounds, nes, \$32-69	FR 32.6	DE 30	CN 26	146.2
Miscellaneous chemical products		(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
		(380130) Carbonaceous pastes for electrodes, furnace linings, \$0-10	KR 14.5	NO 13.5	ID 7.9	69.0
		(381590) Reaction initiators, accelerators, catalysts, nes, \$50-193	UZ 35.9	EG 14.5	FR 4.8	68.5
		(380992) Finishing agents & dye carriers - paper industry, \$0-1	FR 29.3	NL 5.9	ES 5	66.6
		(381710) Mixed alkylbenzenes, nes, \$1-4	IN 10.6	TH 8.6	NG 8.1	57.4
Plastics and articles thereof		(392091) Sheet/film not cellular/reinf polyvinyl butyral, \$4-14	PL 51.1	LU 41.8	JP 21.5	178.5
		(391400) Ion exchangers based on polymers in primary forms, \$102-628	DE 34.7	CA 22.4	DK 17.5	114.2
		(390390) Polymers of styrene except SAN or ABS in primary form, \$3-7	US 34.2	JP 22.6	ID 10.8	96.4
		(391390) Polymers, natural or modified nes in primary forms ne, \$302-1078	US 44.5	SG 18.1	CH 8.5	88.6
		(392059) Sheet/film not cellular/reinf acrylic polymers nes, \$19-43	CN 67.7	DK 6.9	CH 4.7	87.6
Iron and steel		(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
		(720221) Ferro-silicon, >55% silicon, \$1-1	JP 270.4	ID 40.6	RU 14.4	367.3

Catalogue of Diversification Opportunities 2022

	(721039) Flat rolled iron or non-alloy steel, electro plate/zinc,w >600mm, nes, \$0-0	CN 152.9	PL 29.7	IN 18.5	317.5
	(720241) Ferro-chromium, >4% carbon, \$1-1	ID 184.2	IN 21	CA 13.9	234.1
	(720270) Ferro-molybdenum, \$17-20	CN 34.3	ID 29.8	SE 27.8	190.0
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
	(730441) Stainless steel pipe or tubing, cold rolled, \$37-81	NL 7.8	GB 5.3	RU 4.5	32.2
	(730490) Iron or steel tubes, pipes or hollow profiles, nes, \$94-351	FR 21.4	AO 4.3	RU .4	27.9
	(730640) Pipes and tubing, stainless steel, welded, \$59-229	JP 4.4	US 3.8	FI 1	12.9
	(730210) Railway/tramway rails, iron or steel, \$8-14	PH 4	NG 3.6	SK .7	10.2
Machinery & mech appliance etc	(847590) Parts of hot glass working machines, \$453-1067	BE 163.7	KR 67.5	CZ 18.9	261.6
	(841182) Gas turbine engines nes of a power > 5000 kW, \$5317670-6072953	HU 150.5	NO 41.3	SG 14.5	217.2
	(841932) Dryers for wood, paper pulp, paper or paperboard, \$5439-66927	DE 33.3	US 27.7	RU 22.9	210.1
	(845530) Rolls for metal rolling mills, \$470-13299	IN 62.3	US 56	CA 21.9	201.4
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$1939-4286	IT 168.4	NL .8	MY .5	172.3

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
	(853630) Electrical circuit protectors nes for < 1,000 volts, \$242-307	CN 141.6	JP 52.4	FR 9.6	219.1
	(850434) Transformers electric, power capacity > 500 KVA, nes, \$26651-65597	US 14.8	DK 12.7	PE 10.7	97.4
	(850433) Transformers electric, power capacity 16-500 KVA, \$4167-10138	CN 9.8	IN 5.7	NL 5.4	49.4
	(850134) DC motors, DC generators, of an output >375 kW, \$257-15540	KE 28.4	AU 3.6	UG 1.3	42.2
Optical, photo, technical, medical, etc apparatus	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(901020) Equipment for photographic laboratories nes, \$189-17304	SG 85	JP 64	TH 61.4	309.7
	(900120) Sheets/plates of polarising material, \$29-233	JP 83.3	GB .9	TH .9	87.4
	(902121) Artificial teeth, \$649-1493	CN 19.1	AU 12.2	FR 9.8	75.4
	(901811) Electro-cardiographs, \$16-1100	CH 29.2	IN 7.9	US 4.7	63.9

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

Catalogue of Diversification Opportunities 2022

	(010392) Swine, live except pure-bred breeding > 50 kg, \$165-223	DE 86	GB 56.8	HU 48	300.7
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$18-43	FI 0	BR 0	SC 0	0.2
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030191) Trout, live, \$52-169	RU 1.2	GB .1	CZ 0	1.4
Dairy products, eggs, honey, edible animal product nes	(041000) Edible products of animal origin nes, \$56-132	KR 4.5	PL .6	FR .5	6.4
Edible vegetables and certain roots and tubers	(071030) Spinach, frozen, uncooked steamed or boiled, \$11-22	US 0	TR 0	FI 0	0.0
Cereals	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
Lac, gums, resins, vegetable saps and extracts nes	(130211) Opium sap, \$438-917	ES .3	CH 0	VN 0	0.3
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151930) Industrial fatty alcohols, \$0-1	BE 57.9	FR 48.7	DE 38.4	224.8
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$5-10	KR 1.6	NL 1.2	CN 1	11.6
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$18-62	NO .6	LT .2	JP .1	1.4
Sugars and sugar confectionery	(170199) Refined sugar, in solid form, nes, pure sucrose, \$6-25	SA .8	FR .7	IN .7	3.8

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31	FI .3	CN .3	JP .1	1.0
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$10-17	SA 0	TG 0	ET 0	0.1
Miscellaneous edible preparations	(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9

Qatar

Basic statistics

Current diversification (number of products)	4,515	Potential new products more complex (percentage)	76
Potential new products	3,828	Export opportunity in more complex products (percentage)	58
Potential new products more complex than the country's average	2,915	Import replacement opportunity in more complex products (percentage)	49

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	10
Organic chemicals	9
Pharmaceutical products	8
Iron and steel	7
Vehicles other than railway, tramway	7
Optical, photo, technical, medical, etc apparatus	5
Electrical, electronic equipment	5
Plastics and articles thereof	4
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	11
China	9
Germany	8
France	5
United Kingdom	4
Italy	4
Netherlands	4
Thailand	4
Rep. of Korea	3
Japan	3
India	3
Belgium	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	13
Northern Europe	8
Southern Europe	7
Eastern Europe	7
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	13

Catalogue of Diversification Opportunities 2022

Cereals	13
Dairy products, eggs, honey, edible animal products nes	11
Residues, wastes of food industry, animal fodder	11
Meat and edible meat offal	8
Animal, vegetable fats and oils, cleavage products, etc	7
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	5
Tobacco and manufactured tobacco substitutes	4
Cereal, flour, starch, milk preparations and products	4
Meat, fish and seafood food preparations nes	4
Vegetable, fruit, nut, etc food preparations	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Sugars and sugar confectionery	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	13
China	8
Germany	7

By regions

Region	Percent
Asia	36
Western Europe	17
Northern America	15

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	5	Northern Europe	10
France	4	Southern Europe	8
Italy	4	Eastern Europe	5
Rep. of Korea	4	South America	3
United Kingdom	4	Oceania	3
Netherlands	3		
Viet Nam	3		
Japan	3		
Thailand	3		
Others	26		

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3

Catalogue of Diversification Opportunities 2022

	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$36-261	RU 88.3	CA 29.3	ES 20.7	285.4
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
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(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

Catalogue of Diversification Opportunities 2022

	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$0-2	FR 95.6	KR 56.9	US 56.2	377.2
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
	(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
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
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(842720) Self-propelled works trucks, non-electric, \$0-12020	CA 431.8	NL 50.3	ES 44.8	659.1
	(848350) Flywheels and pulleys including pulley blocks, \$0-11	US 578.1	CN 3.9	UZ 2.1	590.7
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(850780) Electric accumulators, nes, \$146-347	SE 145.6	BE 113.7	AU 52.2	485.1
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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584- 86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8

Catalogue of Diversification Opportunities 2022

	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
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
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1

Catalogue of Diversification Opportunities 2022

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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10	IT 276.8	DE 62	ES 15.6	444.8

Catalogue of Diversification Opportunities 2022

	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5

Catalogue of Diversification Opportunities 2022

	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15	US 111.1	CA 30.3	DE 16.7	183.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8

Catalogue of Diversification Opportunities 2022

	(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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
Tobacco and tobacco manufactured substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Rep. of Korea

Basic statistics

Current diversification (number of products)	19,487	Potential new products more complex (percentage)	72
Potential new products	502	Export opportunity in more complex products (percentage)	52
Potential new products more complex than the country's average	360	Import replacement opportunity in more complex products (percentage)	30

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Pharmaceutical products	50
Organic chemicals	15
Meat and edible meat offal	10
Machinery & mech appliance etc	6
Vehicles other than railway, tramway	3
Animal,vegetable fats and oils, cleavage products, etc	3
Inorganic chemicals, precious metal compound, isotopes	2
Plastics and articles thereof	1
Wood and articles of wood, wood charcoal	1
Residues, wastes of food industry, animal fodder	1
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	28
China	13
Italy	9
United Kingdom	8
France	5
Germany	5
Netherlands	4
Others	12

By regions

Region	Percent
Northern America	30
Asia	21
Western Europe	18
Northern Europe	12
Southern Europe	12
Eastern Europe	4

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	57
Animal,vegetable fats and oils, cleavage products, etc	20
Residues, wastes of food industry, animal fodder	8
Milling products, malt, starches, inulin, wheat gluten	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Cereals	2

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	1
Meat, fish and seafood food preparations nes	1

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

By countries

Country	Percent
China	17
Austria	10
Netherlands	6
Japan	6
Germany	5
Italy	5
Romania	5
Belgium	4
Croatia	4
Spain	3
Czechia	3
United Kingdom	3
Canada	3
USA	3

By regions

Region	Percent
Asia	30
Western Europe	26
Southern Europe	15
Eastern Europe	14
Northern Europe	7
Northern America	6

Others

15

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
Animal, vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151913) Tall oil fatty acids, \$1-2	KR 5.2	AU 3.2	CA 3.2	25.0
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$18-62	NO .6	LT .2	JP .1	1.4
	(151190) Palm oil or fractions simply refined, \$83+	TG .1	AU 0	IN 0	0.1
	(150790) Refined soya-bean oil, not chemically modified, \$38-42	ES 0	TN 0	CY 0	0.0

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8
Inorganic chemicals, precious metal compound, isotopes	(283526) Calcium phosphates except hydrogen-orthophosphate, \$0-0	FR 23.8	SA 20.8	BR 14.4	132.6
	(284330) Gold compounds, \$0-527	CN 89.7	MY 4.3	AE .2	94.5
	(280421) Argon, \$0-0	US 18.9	IT 11.6	IE 4.7	51.0
	(283090) Sulphides of metals nes, polysulphides of metals, \$0-4	DE 4.7	ZM 4.2	US 4.1	17.0
	(282739) Chlorides of metals nes, \$496-816	IE 10.1	FI 0	KR 0	10.2
Organic chemicals	(293791) Insulin, salts, in bulk, \$94608-254254	CN 876.8	FR 489.9	IN 5	1378.7
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
	(293799) Hormones nes, derivatives, in bulk, steroids nes, \$20454-37114	US 109.4	CH 24.3	BR 10	158.6
	(292249) Amino-acids nes, esters, salts thereof, \$121-555	IT 33.1	FR 23.6	RU 12.4	102.4
	(290124) Buta-1, 3-diene and isoprene, \$0-0	GB 30.1	PL 29.4	NL 19.2	96.3
Pharmaceutical products	(300220) Vaccines, human use, \$2379-9410	US 3300.4	GB 1484.6	CN 890	6344.2
	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4

Catalogue of Diversification Opportunities 2022

	(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	(390890) Polyamides nes, in primary forms, \$8-17	CN 103.9	FR 6.3	HK 3	120.7
	(390230) Propylene copolymers in primary forms, \$4-12	SG 37.6	DE 23.5	AZ 7.7	82.9
	(390330) Acrylonitrile-butadiene-styrene (ABS) copolymers, \$3-6	PH 11.9	CZ 3	CR 2.6	26.2
	(390690) Acrylic polymers nes, in primary forms, \$10-13	ID 3.8	PT 3.5	JP 2.5	24.3
	(391400) Ion exchangers based on polymers in primary forms, \$24-54	US 3.5	CA 3	KR 2.1	16.7
Wood and articles of wood, wood charcoal	(440121) Wood in chips, coniferous, \$0-0	FI 48.9	AT 20.5	SE 20.5	120.8
	(441212) Plywood, 1 or 2 outer ply non-conifer nes (ply <6 mm), \$764-1283	DE 41.7	AU 10.9	CZ 7.1	77.8
	(440392) Logs, Beech (Fagus spp), \$76-262	SE 10.8	LU 8.7	HU 3.8	35.5
	(440310) Poles, treated or painted with preservatives, \$376-692	GB 7.1	SE 3	NO 2.5	23.4
	(441121) Fibreboard 0.5 - 0.8 g/cm2 not worked/surface covered, \$0-0	CO 3.1	KZ 2.3	AL 1.7	14.0
Machinery & mech appliance etc	(844319) Offset printing machines, \$323170-665945	US 148.7	NL 51.9	SG 35.7	312.3
	(843311) Mowers, powered, lawn, with horizontal cutting device, \$829-1896	CA 177	US 31.2	SE 23.6	272.5

Catalogue of Diversification Opportunities 2022

	(847590) Parts of hot glass working machines, \$453-1067	BE 163.7	KR 67.5	CZ 18.9	261.6
	(843330) Hay tedders and rakes and other haymaking machinery, \$1530-10718	FR 60.1	RU 11	IT 4.5	96.2
	(843359) Harvesting machines, \$27790-67824	AU 31.9	DE 21.1	US 6.5	85.5
Vehicles other than railway, tramway	(870600) Motor vehicle chassis fitted with engine, \$71767-175970	CO 104.8	PT 73.6	IL 63.2	398.4
	(871620) Trailers for agricultural purposes, \$3631-25231	DE 14.6	RU 10	AT 4.9	68.9
	(871620) Trailers for agricultural purposes, \$25231-57632	US 13.9	CH 11.2	IT 6	64.4
	(871690) Trailer/non-mechanically propelled vehicle parts, \$26-35	SE 2.7	BE 2.7	PK 2.1	10.8
	(870432) Spark ignition engine trucks weighing > 5 tonnes, \$0-11189	MW 5	IT 1.7	SE .5	8.1

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3

Catalogue of Diversification Opportunities 2022

	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030191) Trout, live, \$3-12	FR 16.9	DE 3.7	IE 1	23.6
	(030222) Plaice, fresh or chilled, whole, \$3-7	GB .6	FR .3	BE .2	1.1
Dairy products, eggs, honey, edible animal product nes	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2
	(040811) Egg yolks dried, \$0-4	GB 3.1	RU 2.5	FR 1	8.6
	(040891) Eggs, bird, not in shell, dried, \$6-10	GB 1	IT .9	NL .8	4.7
Products of animal origin, nes	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Milling products, malt, starches, inulin, wheat gluten	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6

Catalogue of Diversification Opportunities 2022

	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
	(121291) Sugar beet, \$0-3	LV 1.5	HU 1.3	SI .9	4.4
	(120924) Seed, Kentucky blue grass, for sowing, \$7-9	RU .3	CH 0	DK 0	0.3
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151913) Tall oil fatty acids, \$1-2	KR 5.2	AU 3.2	CA 3.2	25.0
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$18-62	NO .6	LT .2	JP .1	1.4
	(151190) Palm oil or fractions simply refined, \$83+	TG .1	AU 0	IN 0	0.1
	(150790) Refined soya-bean oil, not chemically modified, \$38-42	ES 0	TN 0	CY 0	0.0
Meat, fish and seafood food preparations nes	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
	(160220) Livers of any animal prepared or preserved, \$3-12	GB 6.7	RO 1.7	DK .5	12.4
	(160231) Turkey meat, offal prepared or preserved, except live, \$13-16	SC 0	ID 0	KW 0	0.1
Sugars and sugar confectionery	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8

Catalogue of Diversification Opportunities 2022

		(170220) Maple sugar and maple syrup, \$10-21	IT 1	NL .5	ID .1	2.2
Miscellaneous preparations	edible	(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9
		(210330) Mustard flour or meal and prepared mustard, \$21-38	EE 0	PL 0	CG 0	0.1
Residues, wastes of food industry, animal fodder		(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8

Rep. of Moldova

Basic statistics

Current diversification (number of products)	3,875	Potential new products more complex (percentage)	74
Potential new products	3,931	Export opportunity in more complex products (percentage)	50
Potential new products more complex than the country's average	2,928	Import replacement opportunity in more complex products (percentage)	41

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	9
Electrical, electronic equipment	8
Iron and steel	7
Plastics and articles thereof	7
Optical, photo, technical, medical, etc apparatus	6
Miscellaneous chemical products	3
Articles of iron or steel	3
Inorganic chemicals, precious metal compound, isotopes	3
Vehicles other than railway, tramway	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	11
China	8
Germany	6
France	6
Thailand	4
Rep. of Korea	4
Japan	4
Italy	3
Canada	3
United Kingdom	3
Netherlands	3
Belgium	3
India	3
Others	27

By regions

Region	Percent
Asia	39
Western Europe	19
Northern America	15
Eastern Europe	7
Northern Europe	6
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
Meat and edible meat offal	20
Edible fruit, nuts, peel of citrus fruit, melons	11
Dairy products, eggs, honey, edible animal product nes	11
Residues, wastes of food industry, animal fodder	10
Vegetable, fruit, nut, etc food preparations	7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Animal,vegetable fats and oils, cleavage products, etc	6
Tobacco and manufactured tobacco substitutes	5
Cereal, flour, starch, milk preparations and products	4
Meat, fish and seafood food preparations nes	4
Sugars and sugar confectionery	3
Milling products, malt, starches, inulin, wheat gluten	3
Cocoa and cocoa preparations	2
Miscellaneous edible preparations	2
Sum of others with smaller share	7

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

By countries

Country	Percent
China	18
USA	15
Germany	8
Rep. of Korea	5
United Kingdom	5
France	4
Japan	4
Australia	3
Russian Federation	3
Others	18

By regions

Region	Percent
Asia	41
Northern America	17
Western Europe	16
Northern Europe	10
Eastern Europe	6
Southern Europe	4
Oceania	3

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7

Catalogue of Diversification Opportunities 2022

	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(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
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
Vehicles other than railway, tramway	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8

Catalogue of Diversification Opportunities 2022

	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(871190) Motorcycles with other than a spark ignition engine, \$0-303	HK 245.1	BE 25.2	BR 21.8	435.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3

Catalogue of Diversification Opportunities 2022

	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(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
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4

Catalogue of Diversification Opportunities 2022

	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(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
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8

Catalogue of Diversification Opportunities 2022

	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6

Catalogue of Diversification Opportunities 2022

	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(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, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$0-1	FR 56.3	PT 28.4	BR 16.4	176.7
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2

Catalogue of Diversification Opportunities 2022

	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(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	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Romania

Basic statistics

Current diversification (number of products)	14,729	Potential new products more complex (percentage)	86
Potential new products	868	Export opportunity in more complex products (percentage)	58
Potential new products more complex than the country's average	747	Import replacement opportunity in more complex products (percentage)	79

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	26
Machinery & mech appliance etc	15
Iron and steel	9
Optical, photo, technical, medical, etc apparatus	7
Electrical, electronic equipment	7
Inorganic chemicals, precious metal compound, isotopes	5
Pharmaceutical products	3
Plastics and articles thereof	3
Miscellaneous chemical products	2
Animal,vegetable fats and oils, cleavage products, etc	2
Sum of others with smaller share	22

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

By countries

Country	Percent
USA	13
China	10
France	7
Singapore	6
India	6
Germany	5
Italy	4
Thailand	3
United Kingdom	3
Belgium	3
Japan	3
Others	22

By regions

Region	Percent
Asia	42
Western Europe	20
Northern America	14
Southern Europe	7
Northern Europe	6
South America	4
Eastern Europe	4

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Animal,vegetable fats and oils, cleavage products, etc	46
Dairy products, eggs, honey, edible animal product nes	29

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	10
Milling products, malt, starches, inulin, wheat gluten	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Residues, wastes of food industry, animal fodder	3
Vegetable, fruit, nut, etc food preparations	2
Sugars and sugar confectionery	1
Lac, gums, resins, vegetable saps and extracts nes	1

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

By countries

Country	Percent
China	20
China, Hong Kong SAR	18
France	11
Belgium	7
Germany	5
Netherlands	5
Poland	3
Russian Federation	3
Others	12

By regions

Region	Percent
Asia	50
Western Europe	28
Eastern Europe	7
Southern Europe	4
Northern Europe	4
Northern America	3

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	
Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
	(150600) Animal fats,oils,fractions not chemically modified ne, \$0-37	CA 8.5	KR 2.5	PH .8	15.4
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$5-10	KR 1.6	NL 1.2	CN 1	11.6
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, \$7-16	SA 45.2	DE 27	JP 11	91.2
	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(284590) Isotopes nes, compounds, \$0-201	CN 60	KR 3.2	UA .1	63.9
	(283324) Nickel sulphates, \$0-3	BE 45.1	AU 11.2	PH 3.7	61.8
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

Catalogue of Diversification Opportunities 2022

	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
Pharmaceutical products	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300432) Adrenal cortical hormones, in dosage, \$566-1947	DE 63.1	SA 47.2	KR 20.5	200.6
	(300510) Medical dressings etc. having an adhesive layer, \$144-371	US 70.7	DE 37.6	AE 8.4	159.2
	(300339) Hormones nes, no antibiotics, bulk, not contraceptive, \$258-613	US 15.7	LT 9.6	AO 8.8	45.7
	(300620) Blood-grouping reagents, \$0-71	FR 18.1	DE 8.3	BG 3	41.3
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(380130) Carbonaceous pastes for electrodes, furnace linings, \$0-10	KR 14.5	NO 13.5	ID 7.9	69.0
	(381230) Anti-oxidisers and stabilizers for rubber or plastics, \$7-14	US 22.3	BE 5.9	TR 5.7	67.7
	(380590) Terpenic oils nes, crude dipentene, paracymene, \$3-11	ID 7.3	AE 5.2	IN 2.9	35.1

Catalogue of Diversification Opportunities 2022

	(380210) Activated carbon, \$8-18	KR 16.7	RO 2.8	CA 2.5	28.8
Plastics and articles thereof	(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, \$10-20	CN 104.1	SA 38	NL 28.2	200.3
	(390290) Polymers of propylene, olefins nes in primary forms, \$5-10	CN 48.4	KR 26.2	AT 9.7	133.8
	(390220) Polyisobutylene in primary forms, \$1-5	US 60.7	DE 5.1	CN 4.2	89.8
	(390520) Polyvinyl alcohols in primary form, \$0-2	IN 11.6	FR 10.6	BE 8.4	69.1
Iron and steel	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1	TH 597	SE 199.8	BE 58	1011.5
	(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
	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(720221) Ferro-silicon, >55% silicon, \$1-1	JP 270.4	ID 40.6	RU 14.4	367.3
	(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
Machinery & mech appliance etc	(841810) Combined refrigerator-freezers, two door, \$1081-2714	US 307.3	FI 17.8	HK 9.4	341.4
	(844319) Offset printing machinery nes, \$323170-665945	US 148.7	NL 51.9	SG 35.7	312.3
	(842620) Tower cranes, \$63322-117540	RU 68.5	SG 31.8	GB 19.9	268.4

Catalogue of Diversification Opportunities 2022

	(847590) Parts of hot glass working machines, \$453-1067	BE 163.7	KR 67.5	CZ 18.9	261.6
	(844900) Machinery for making felt, nonwovens, including hats, \$13-85	TR 90.4	IN 58.8	VN 23	224.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
	(853630) Electrical circuit protectors nes for < 1,000 volts, \$242-307	CN 141.6	JP 52.4	FR 9.6	219.1
	(850213) Generating sets, diesel, output > 375 kVA, \$87805-173310	PK 39.5	IT 12.3	GB 11.3	145.4
	(852610) Radar apparatus, \$183-4234	US 72.7	CH 18.7	CN 15.6	135.8
Optical, photo, technical, medical, etc apparatus	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6
	(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
	(901020) Equipment for photographic laboratories nes, \$189-17304	SG 85	JP 64	TH 61.4	309.7
	(901310) Telescopes for arms/other equipment, periscopes, \$0-148	US 122.8	CA 6.7	AU 3	138.0

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	(020630) Swine edible offal, fresh or chilled, \$8-15	FR 1.7	PL .3	JP 0	2.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030710) Oysters, \$6-13	US 5.8	CN 3.8	DE 3.1	28.2
	(030191) Trout, live, \$3-12	FR 16.9	DE 3.7	IE 1	23.6
	(030262) Haddock, fresh or chilled, whole, \$2-9	GB 9	FR 3.6	IE .3	13.6
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0
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
	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151410) Canola, rape, colza or mustard oil, crude, \$0-0	CN 271.7	BE 101.4	NL 59.1	703.1
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$10-15	PE 7.2	US 5.4	SE 4.4	28.1
	(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
	(150600) Animal fats,oils,fractions not chemically modified ne, \$0-37	CA 8.5	KR 2.5	PH .8	15.4
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$5-10	KR 1.6	NL 1.2	CN 1	11.6
Sugars and sugar confectionery	(170199) Refined sugar, in solid form, nes, pure sucrose, \$6-25	SA .8	FR .7	IN .7	3.8
	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
	(170220) Maple sugar and maple syrup, \$10-21	IT 1	NL .5	ID .1	2.2
Cereal, flour, starch, milk preparations and products	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$7-16	KW .7	SE .5	AE .3	2.1
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
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31	FI .3	CN .3	JP .1	1.0
Miscellaneous edible preparations	(210330) Mustard flour or meal and prepared mustard, \$4-7	US 2.9	JP 1.3	GR .7	8.2
	(210330) Mustard flour or meal and prepared mustard, \$21-38	EE 0	PL 0	CG 0	0.1
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

Russian Federation

Basic statistics

Current diversification (number of products)	16,260	Potential new products more complex (percentage)	86
Potential new products	926	Export opportunity in more complex products (percentage)	86
Potential new products more complex than the country's average	792	Import replacement opportunity in more complex products (percentage)	67

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Pharmaceutical products	24
Machinery & mech appliance etc	14
Organic chemicals	9
Electrical, electronic equipment	7
Plastics and articles thereof	7
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	4
Tanning, dyeing extracts, tannins, derivs, pigments etc	2
Railway, tramway locomotives, rolling stock, equipment	2
Live animals	2
Sum of others with smaller share	23

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

By countries

Country	Percent
USA	15
China	13
Italy	8
Germany	8
France	7
Netherlands	6
United Kingdom	3
Others	19

By regions

Region	Percent
Asia	30
Western Europe	25
Northern America	16
Southern Europe	11
Northern Europe	6
Eastern Europe	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	39
Meat and edible meat offal	28
Animal,vegetable fats and oils, cleavage products, etc	16
Meat, fish and seafood food preparations nes	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Edible fruit, nuts, peel of citrus fruit, melons	2

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	2
Vegetable, fruit, nut, etc food preparations	1
Products of animal origin, nes	1

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

By countries

Country	Percent
Germany	29
China	17
Poland	8
Spain	6
Netherlands	6
Denmark	4
United Kingdom	4
Italy	3
China, Hong Kong SAR	3
Others	8

By regions

Region	Percent
Western Europe	39
Asia	24
Eastern Europe	11
Southern Europe	10
Northern Europe	10
Northern America	4

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	
Live animals	(010391) Swine, live except pure-bred breeding < 50 kg, \$62-82	DE 405.1	PL 93.9	ES 74	656.5
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Organic chemicals	(293490) Heterocyclic compounds, nes, \$777-1397	DE 197	FR 100.5	JP 68.3	463.3
	(293219) Heterocyclic compounds with unfused furan ring, nes, \$0-20	NL 154.7	IT 27.9	GB 18.8	236.2
	(291030) 1-chloro-2,3-epoxypropane(epichlorohydrin), \$0-1	IN 81	KR 55.3	US 25.9	203.1
	(294190) Antibiotics nes, in bulk, \$401-910	US 68.2	JP 27.1	IN 21.7	177.9
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$28-69	NL 73.1	CN 22.3	IN 5.3	113.7
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
	(300432) Adrenal cortical hormones, in dosage, \$566-1947	DE 63.1	SA 47.2	KR 20.5	200.6

Catalogue of Diversification Opportunities 2022

Tanning, dyeing extracts, tannins, derivs, pigments etc	(321590) Ink, other than printing ink, \$161-193	DE 362.4	CH 25.9	CZ 20.9	430.8
	(320419) Synthetic organic colouring matter nes, \$31-68	JP 12.2	DE 8.3	BR 8	91.5
	(320820) Acrylic or vinyl polymer paint or varnish, non-aqueous, \$20-27	US 47.2	DE 2.2	UZ 1.7	54.6
	(320414) Direct dyes and preparations based thereon, \$0-4	NL 22.7	FR 11	GB 2.5	48.4
	(321590) Ink, other than printing ink, \$193-371	FR 28.1	AT 5.6	RU 5.4	46.0
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
	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2
	(391190) Polysulphides, polysulphones etc, nes in primary form, \$10-20	CN 104.1	SA 38	NL 28.2	200.3
	(392119) Sheet etc, cellular of plastics nes, \$37-52	CN 59.7	HU 46.3	MY 35.7	185.9
	(390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$6-11	FR 28.5	CN 25.1	ID 19.7	114.5
Iron and steel	(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
	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(720824) Hot rolled iron or non-alloy steel, coil, width >600mm, t <3mm thick, nes, \$0-1	NG 162.6	CA 69.2	AO 19.5	304.9
	(720823) Hot rolled iron or non-alloy steel, coil, width >600mm, t 3-4.75mm, nes, \$0-0	ID 65.1	DK 15.7	DE 14.2	113.8

Catalogue of Diversification Opportunities 2022

	(720292) Ferro-vanadium, \$45-76	JP 32.8	BR 12.4	LU 9.1	76.0
Machinery & mech appliance etc	(845710) Machining centres, for working metal, \$140463-293222	CN 918.4	US 219	HU 44.5	1327.6
	(841810) Combined refrigerator- freezers, two door, \$1081-2714	US 307.3	FI 17.8	HK 9.4	341.4
	(845811) Horizontal numerically controlled metal work lathes, \$118730-265948	US 85.7	IT 41	CN 30.8	301.7
	(842240) Packing or wrapping machines, \$66673-180950	CN 129.9	CA 54.7	AU 39.4	282.2
	(847590) Parts of hot glass working machines, \$453-1067	BE 163.7	KR 67.5	CZ 18.9	261.6
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(853120) Indicator panels incorporating electronic displays, \$348-846	PH 187.1	CH 1.6	CL 1.1	193.3
	(853921) Filament lamps, tungsten halogen, \$22-35	GB 40.6	CN 7.4	BE 3.7	54.0
	(850980) Domestic appliances, with electric motor, nes, \$48-77	EG 23	CA 11.6	CN 7.6	53.0
Railway, tramway locomotives, rolling stock, equipment	(860310) Self-propelled railway cars, external electric power, \$8067868- 1.22e+07	DE 337.9	AU 133.7	SE 46.6	643.9
	(860900) Cargo containers designed for carriage, \$12475-33318	SE 27.7	FI 6.7	UA 6.2	49.3
Optical, photo, technical, medical, etc apparatus	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6

Catalogue of Diversification Opportunities 2022

	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(902121) Artificial teeth, \$649-1493	CN 19.1	AU 12.2	FR 9.8	75.4
	(901180) Microscopes, optical, nes, \$9283-14213	CN 54.8	IN 1.3	DE .6	58.6
	(903020) Cathode-ray oscilloscopes, oscillographs, \$4820-11331	MY 19.2	US 3.9	SG 3.6	34.2

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
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
	(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 chille, \$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
	(021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14	US 9.1	DE 7.9	JP 5	42.6

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	(040229) Milk and cream powder sweetened < 1.5% fat, \$7-14	IT 16.5	CN 3.9	AU 3.1	33.4
	(040891) Eggs, bird, not in shell, dried, \$6-10	GB 1	IT .9	NL .8	4.7
	(040819) Egg yolks except dried, \$23-44	BE 0	LS 0	FI 0	0.0
Products of animal origin, nes	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$5-9	SE .4	DK .1	HU .1	0.6
Edible vegetables and certain roots and tubers	(070970) Spinach fresh or chilled, \$5-11	DK .8	DO .3	HK .2	2.3
	(070910) Globe artichokes, fresh or chilled, \$0-2	UA 0			0.0
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
Milling products, malt, starches, inulin, wheat gluten	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
	(110319) Cereal groats or meal except wheat, maize, rice, oats, \$50-130	FI 0	AE 0	SC 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$2-3	CN 22.7	US 18.7	CA 3.2	54.8
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$42-104	ID .7	NG .1	MY .1	1.0
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

Catalogue of Diversification Opportunities 2022

		(152090) Glycerol (glycerine), nes including synthetic glycerol, \$18-62	NO .6	LT .2	JP .1	1.4
Meat, fish and seafood food preparations nes		(160249) Swine meat or offal nes, prepared, preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
Vegetable, fruit, nut, etc food preparations		(200930) Citrus juice nes (one fruit) not fermented or spirite, \$3-7	FR 5.5	GB 2.6	DK 2.2	14.4
		(200560) Asparagus, prepared or preserved, not frozen/vinegar, \$0-2	DK 1.7	BE 1.2	CA 1	6.5
Miscellaneous preparations	edible	(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8

Rwanda

Basic statistics

Current diversification (number of products)	1,409	Potential new products more complex (percentage)	74
Potential new products	3,521	Export opportunity in more complex products (percentage)	42
Potential new products more complex than the country's average	2,600	Import replacement opportunity in more complex products (percentage)	41

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Plastics and articles thereof	10
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	4
Articles of iron or steel	4
Iron and steel	4
Miscellaneous chemical products	3
Paper & paperboard, articles of pulp, paper and board	3
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	44

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

By countries

Country	Percent
USA	16
France	7
Germany	5
China	5
United Kingdom	4
Thailand	4
Japan	3
Russian Federation	3
Rep. of Korea	3
Netherlands	3
Italy	3
India	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	18
Eastern Europe	8
Southern Europe	6
Northern 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
Dairy products, eggs, honey, edible animal products	22

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	21
Residues, wastes of food industry, animal fodder	11
Cereal, flour, starch, milk preparations and products	6
Cocoa and cocoa preparations	6
Animal,vegetable fats and oils, cleavage products, etc	6
Vegetable, fruit, nut, etc food preparations	5
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	4
Cereals	4
Live trees, plants, bulbs, roots, cut flowers etc	3
Sugars and sugar confectionery	2
Edible vegetables and certain roots and tubers	2
Milling products, malt, starches, inulin, wheat gluten	1
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	13
Russian Federation	7
China	6

By regions

Region	Percent
Asia	37
Western Europe	16
Northern America	14

Catalogue of Diversification Opportunities 2022

France	6	Northern Europe	11
United Kingdom	6	Eastern Europe	11
Germany	5	Southern Europe	5
Philippines	4		
China, Hong Kong SAR	3		
Rep. of Korea	3		
Netherlands	3		
United Arab Emirates	3		
Japan	3		
Denmark	3		
Others	23		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3
Organic chemicals	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5

Catalogue of Diversification Opportunities 2022

	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7

Catalogue of Diversification Opportunities 2022

	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4

Catalogue of Diversification Opportunities 2022

	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060210) Cuttings and slips, not rooted, \$0-0	US 26	NL 16.5	CA 3.4	50.4
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
	(071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100640) Rice, broken, \$0-1	CN 97	CI 30.6	CA 13.5	229.6

Catalogue of Diversification Opportunities 2022

Milling products, malt, starches, inulin, wheat gluten	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6

Catalogue of Diversification Opportunities 2022

	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2

Catalogue of Diversification Opportunities 2022

	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230910) Dog or cat food (retail), \$0-1	GB 167.5	FR 54.4	SE 34.5	480.5
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

Catalogue of Diversification Opportunities 2022

	(230890) Vegetable wastes and residues for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
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Saint Barthélemy

Basic statistics

Current diversification (number of products)	362	Potential new products more complex (percentage)	68
Potential new products	2,960	Export opportunity in more complex products (percentage)	29
Potential new products more complex than the country's average	1,999	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
Electrical, electronic equipment	10
Plastics and articles thereof	9
Machinery & mech appliance etc	8
Pharmaceutical products	7
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Articles of apparel, accessories, knit or crochet	3
Iron and steel	3
Organic chemicals	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	16
France	8
Germany	6
China	6
Netherlands	4
United Kingdom	4
Italy	3
Russian Federation	3
Japan	3
Thailand	3
Others	27

By regions

Region	Percent
Asia	32
Western Europe	21
Northern America	18
Northern Europe	8
Eastern Europe	8
Southern Europe	7
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	17
Cocoa and cocoa preparations	11
Cereal, flour, starch, milk preparations and products	11

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	10
Cereals	9
Meat and edible meat offal	8
Miscellaneous edible preparations	6
Animal,vegetable fats and oils, cleavage products, etc	6
Dairy products, eggs, honey, edible animal product nes	6
Edible vegetables and certain roots and tubers	4
Sugars and sugar confectionery	3
Meat, fish and seafood food preparations nes	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	15
China	9
France	8
United Kingdom	6
Germany	5

By regions

Region	Percent
Asia	35
Western Europe	19
Northern America	17
Northern Europe	10
Eastern Europe	7

Catalogue of Diversification Opportunities 2022

Viet Nam	4	Sub-Saharan Africa	3
Netherlands	3	Southern Europe	3
Russian Federation	3		
United Arab Emirates	3		
Japan	3		
Others	26		

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
	(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
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Articles of apparel,	(611593) Hosiery nes, synthetic fibres, knit, \$16-47	US 1437.8	GB 15.2	NL 14.3	1525.8

Catalogue of Diversification Opportunities 2022

accessories, knit or crochet					
	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(611010) Pullovers, cardigans etc of wool or hair, knit, \$64-126	GB 122.4	DE 81.2	US 15.5	246.2
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(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
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
Optical, photo, technical, medical, etc apparatus	(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
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

Catalogue of Diversification Opportunities 2022

	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
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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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Dairy products, eggs, honey, edible animal products	(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
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1

Catalogue of Diversification Opportunities 2022

	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$0-3	JP 5.4	SA 2.6	ES 2.5	30.9
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
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
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(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
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(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
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1

Saint Helena

Basic statistics

Current diversification (number of products)	315	Potential new products more complex (percentage)	68
Potential new products	2,968	Export opportunity in more complex products (percentage)	31
Potential new products more complex than the country's average	2,013	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
Machinery & mech appliance etc	13
Electrical, electronic equipment	10
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Vehicles other than railway, tramway	4
Articles of apparel, accessories, knit or crochet	3
Miscellaneous chemical products	3
Organic chemicals	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	16
China	7
France	6
Germany	6
Thailand	4
United Kingdom	4
Canada	3
Japan	3
India	3
Rep. of Korea	3
Russian Federation	3
Netherlands	3
Others	26

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	19
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	20

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	18
Vegetable, fruit, nut, etc food preparations	10
Cereal, flour, starch, milk preparations and products	10
Cocoa and cocoa preparations	10
Animal,vegetable fats and oils, cleavage products, etc	8
Miscellaneous edible preparations	5
Meat, fish and seafood food preparations nes	5
Sugars and sugar confectionery	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Beverages, spirits and vinegar	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Residues, wastes of food industry, animal fodder	2
Edible vegetables and certain roots and tubers	1
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	16
Russian Federation	8
United Kingdom	7

By regions

Region	Percent
Asia	33
Northern America	18
Western Europe	16

Catalogue of Diversification Opportunities 2022

Germany	5	Eastern Europe	12
Japan	5	Northern Europe	11
Netherlands	5	Southern Europe	6
France	4		
United Arab Emirates	4		
China	4		
China, Hong Kong SAR	4		
Italy	3		
Others	22		

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, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(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
	(292690) Nitrile-function compounds, nes, \$0-7	CN 120	FR 103.4	IN 71.1	331.4

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5

Catalogue of Diversification Opportunities 2022

	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(870821) Safety seat belts for motor vehicles, \$0-13	FR 30.9	TR 29.5	JP 23.6	184.0
	(870892) Mufflers and exhaust pipes for motor vehicles, \$33-71	SK 83.9	JP 14.4	DE 10.7	145.7
	(871491) Bicycle frames and forks, and parts thereof, \$11-98	DE 46.7	NL 18.8	VN 15.6	143.3
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030420) Fish fillets, frozen, \$10-20	JP 122.6	FR 55.5	CA 55.3	336.3
	(030559) Dried fish, other than cod, not smoked, \$3-16	PT 16	RU 15.3	KR 14.3	94.9
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(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
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
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, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4

Catalogue of Diversification Opportunities 2022

	(210410) Soups and broths and preparations thereof, \$2-6	US 41.3	IT 19.8	NE 17.5	193.6
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Saint Kitts and Nevis

Basic statistics

Current diversification (number of products)	479	Potential new products more complex (percentage)	71
Potential new products	3,039	Export opportunity in more complex products (percentage)	29
Potential new products more complex than the country's average	2,171	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
Electrical, electronic equipment	11
Machinery & mech appliance etc	10
Plastics and articles thereof	10
Optical, photo, technical, medical, etc apparatus	6
Paper & paperboard, articles of pulp, paper and board	5
Articles of apparel, accessories, knit or crochet	4
Articles of iron or steel	4
Organic chemicals	3
Articles of apparel, accessories, not knit or crochet	3
Miscellaneous chemical products	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	16
France	8
China	5
Germany	5
United Kingdom	4
Thailand	4
Japan	3
Russian Federation	3
Italy	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	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
Cereal, flour, starch, milk preparations and products	17
Dairy products, eggs, honey, edible animal products	15
Vegetable, fruit, nut, etc food preparations	12

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	11
Edible fruit, nuts, peel of citrus fruit, melons	9
Animal,vegetable fats and oils, cleavage products, etc	7
Miscellaneous edible preparations	6
Edible vegetables and certain roots and tubers	4
Sugars and sugar confectionery	4
Meat, fish and seafood food preparations nes	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Beverages, spirits and vinegar	2
Lac, gums, resins, vegetable saps and extracts nes	1
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	13
United Kingdom	8
France	7
Russian Federation	7
Germany	6

By regions

Region	Percent
Asia	30
Western Europe	19
Northern America	15
Northern Europe	13
Eastern Europe	12

Catalogue of Diversification Opportunities 2022

Japan	4	Southern Europe	4
United Arab Emirates	4	Sub-Saharan Africa	3
Netherlands	4		
China	4		
Others	25		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15	BR 133.5	KR 117.8	IN 83.1	421.9
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

Catalogue of Diversification Opportunities 2022

	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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

Catalogue of Diversification Opportunities 2022

	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
Articles of apparel, accessories, not knit or crochet	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851822) Multiple loudspeakers, mounted in single enclosure, \$63-329	AU 174	DE 103.2	RU 83.5	852.4
Optical, photo, technical, medical, etc apparatus	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

Catalogue of Diversification Opportunities 2022

	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
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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
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, nes, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080940) Plums, sloes, fresh, \$0-2	CN 79.1	HK 77	KW 3.4	172.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120999) Seed, fruits and spores for sowing, nes, \$0-6	AT 11.2	FR 4.6	DK 3	33.3
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1

Catalogue of Diversification Opportunities 2022

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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0

Catalogue of Diversification Opportunities 2022

	(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
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
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(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
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Saint Lucia

Basic statistics

Current diversification (number of products)	1,096	Potential new products more complex (percentage)	75
Potential new products	3,621	Export opportunity in more complex products (percentage)	43
Potential new products more complex than the country's average	2,722	Import replacement opportunity in more complex products (percentage)	41

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Iron and steel	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Wood and articles of wood, wood charcoal	2
Miscellaneous chemical products	2
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	15
France	7
China	6
Germany	5
Thailand	4
United Kingdom	4
Japan	3
Netherlands	3
Rep. of Korea	3
India	3
Italy	3
Others	29

By regions

Region	Percent
Asia	36
Western Europe	19
Northern America	16
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	21
Edible fruit, nuts, peel of citrus fruit, melons	14

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	7
Beverages, spirits and vinegar	7
Meat and edible meat offal	6
Cocoa and cocoa preparations	6
Cereal, flour, starch, milk preparations and products	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Animal,vegetable fats and oils, cleavage products, etc	5
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	4
Edible vegetables and certain roots and tubers	3
Sugars and sugar confectionery	2
Cereals	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	13
Germany	9
China	7
France	7

By regions

Region	Percent
Asia	32
Western Europe	23
Northern America	15
Northern Europe	12

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Eastern Europe	10
Russian Federation	6	Southern Europe	4
Netherlands	4		
Japan	4		
United Arab Emirates	3		
Others	23		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

Catalogue of Diversification Opportunities 2022

	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(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	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(441119) Fibreboard >0.8 g/cm2 worked/surface covered, \$0-1	VN 29.8	GB 26	NL 22.7	275.0
	(441010) Particle board of wood, \$0-1	NL 76.3	TJ 28.4	PE 20.2	251.2
	(441520) Wooden pallets, box pallets and load boards, \$0-7	AT 111.4	BE 26	RO 17.5	233.1
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

Catalogue of Diversification Opportunities 2022

	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$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
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851140) Starter motors, \$40-349	US 1191.8	CN 144	CA 143.6	1673.4
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
Optical, photo, technical, medical, etc apparatus	(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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3

Catalogue of Diversification Opportunities 2022

	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
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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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$0-4	IT 8.9	GB 2.1	PT .8	16.5
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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
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
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2

Catalogue of Diversification Opportunities 2022

	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
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
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3

Catalogue of Diversification Opportunities 2022

	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Saint Maarten

Basic statistics

Current diversification (number of products)	1,192	Potential new products more complex (percentage)	76
Potential new products	4,164	Export opportunity in more complex products (percentage)	40
Potential new products more complex than the country's average	3,166	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	8
Plastics and articles thereof	8
Organic chemicals	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Wood and articles of wood, wood charcoal	3
Pharmaceutical products	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	15
France	7
China	5
Germany	5
Thailand	4
United Kingdom	4
Italy	3
Rep. of Korea	3
Netherlands	3
Belgium	3
Russian Federation	3
India	3
Japan	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
Northern Europe	7
Southern Europe	7
Eastern Europe	7
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
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Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	17
Edible fruit, nuts, peel of citrus fruit, melons	15
Vegetable, fruit, nut, etc food preparations	10
Cereal, flour, starch, milk preparations and products	8
Animal,vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	6
Meat and edible meat offal	6
Cocoa and cocoa preparations	6
Tobacco and manufactured tobacco substitutes	4
Cereals	3
Miscellaneous edible preparations	3
Beverages, spirits and vinegar	3
Edible vegetables and certain roots and tubers	3
Sugars and sugar confectionery	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	15
China	8

By regions

Region	Percent
Asia	33
Western Europe	17

Catalogue of Diversification Opportunities 2022

Russian Federation	8	Northern America	17
United Kingdom	7	Eastern Europe	12
France	5	Northern Europe	11
Japan	5	Southern Europe	6
Germany	5		
Netherlands	4		
United Arab Emirates	4		
Saudi Arabia	3		
Italy	3		
Others	21		

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3

Catalogue of Diversification Opportunities 2022

	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(440130) Sawdust, wood waste or scrap, \$0-0	IT 166.6	DK 146.5	BE 109.6	608.4
	(441119) Fibreboard >0.8 g/cm ² worked/surface covered, \$0-0	FR 190.1	US 123.6	ES 27	571.3

Catalogue of Diversification Opportunities 2022

	(441119) Fibreboard >0.8 g/cm2 worked/surface covered, \$0-1	VN 29.8	GB 26	NL 22.7	275.0
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
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4

Catalogue of Diversification Opportunities 2022

	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steels, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1

Catalogue of Diversification Opportunities 2022

	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Saint Pierre and Miquelon

Basic statistics

Current diversification (number of products)	99	Potential new products more complex (percentage)	58
Potential new products	1,902	Export opportunity in more complex products (percentage)	18
Potential new products more complex than the country's average	1,108	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
Electrical, electronic equipment	9
Machinery & mech appliance etc	8
Plastics and articles thereof	8
Articles of apparel, accessories, knit or crochet	6
Paper & paperboard, articles of pulp, paper and board	5
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	4
Articles of apparel, accessories, not knit or crochet	4
Organic chemicals	3
Pearls, precious stones, metals, coins, etc	3
Sum of others with smaller share	46

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

By countries

Country	Percent
USA	18
France	8
United Kingdom	5
Japan	5
China	4
Italy	4
Germany	4
Russian Federation	3
Spain	3
Thailand	3
Netherlands	3
Others	26

By regions

Region	Percent
Asia	31
Western Europe	20
Northern America	20
Eastern Europe	8
Southern Europe	8
Northern Europe	7

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Cereal, flour, starch, milk preparations and products	20
Cocoa and cocoa preparations	19

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	12
Live trees, plants, bulbs, roots, cut flowers etc	7
Animal,vegetable fats and oils, cleavage products, etc	6
Edible vegetables and certain roots and tubers	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Miscellaneous edible preparations	5
Vegetable, fruit, nut, etc food preparations	4
Sugars and sugar confectionery	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Dairy products, eggs, honey, edible animal product nes	2
Meat, fish and seafood food preparations nes	2
Coffee, tea, mate and spices	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	15
United Kingdom	7
France	7
Japan	6

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	18
Northern Europe	10

Catalogue of Diversification Opportunities 2022

China	6	Eastern Europe	7
Netherlands	5	Southern Europe	5
Germany	5		
Canada	3		
Russian Federation	3		
Thailand	3		
Others	23		

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
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(292249) Amino-acids nes, esters, salts thereof, \$0-3	US 107.8	FR 45.2	NL 33.7	295.5
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$0-23	BR 63.9	UA 29.8	PK 25	230.5
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

Catalogue of Diversification Opportunities 2022

	(390210) Polypropylene in primary forms, \$0-1	EG 323.9	ID 309.6	CN 224.9	1715.2
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
	(390690) Acrylic polymers nes, in primary forms, \$1-5	RU 119.4	TH 72	SA 61.4	691.6
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
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
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(480300) Paper, household, sanitary, width > 36 centimetres, \$1-4	KE 38.3	TH 35.9	DE 24.8	345.4
	(481021) Paper, fine, light weight coated, \$0-2	JP 195.7	PL 64.6	NL 26.4	327.1
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

Catalogue of Diversification Opportunities 2022

	(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
	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273	IT 930.3	GB 166.9	JP 103.4	1519.7
	(711311) Jewellery and parts, silver, including plated silver, \$0-514	US 295.5	CN 237.5	FR 46.2	651.2
	(711311) Jewellery and parts, silver, including plated silver, \$514-2422	HK 169.8	TH 81.1	GB 51.1	514.4
	(711719) Imitation jewellery nes of base metal including plate, \$223-506	FR 180.4	DE 32.1	IT 27	314.8
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730840) Props etc for scaffold, shuttering, pits, iron/steel, \$1-3	MW 80.6	PH 59.6	JP 49.1	559.5

Catalogue of Diversification Opportunities 2022

	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730830) Doors, windows, frames of iron or steel, \$3-12	DE 68.1	US 48	PH 34.1	346.1
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
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(840890) Engines, diesel except motor vehicle/marine, \$801-11670	ES 72.2	CZ 71.2	DE 70	615.6
	(842890) Lifting, handling, loading or unloading machinery nes, \$863-13396	US 188.3	IN 142.3	CA 78.4	576.2
	(848130) Valves, check, \$16-73	US 282.4	TH 25.3	SA 23.2	451.7
Electrical, electronic equipment	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(853400) Electronic printed circuits, \$0-66	JP 660.1	FR 202.4	BE 33.5	1084.8
	(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, etc apparatus	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(902190) Orthopaedic appliances, nes, \$1039-2359	GB 131	NL 100.5	JP 63.1	603.2

Catalogue of Diversification Opportunities 2022

	(902290) Parts and accessories for radiation apparatus, \$0-93	FR 299.5	GB 75.5	DE 64.1	593.5
	(901910) Massage and psychological aptitude-test apparatus, \$14-70	US 370.9	NL 23.9	VN 20.6	518.1
	(902920) Speed indicators, tachometers, stroboscopes, \$119-141	GB 139.7	KR 68.9	AT 54.8	486.4

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030420) Fish fillets, frozen, \$10-20	JP 122.6	FR 55.5	CA 55.3	336.3
	(030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
	(030269) Fish nes, fresh or chilled, whole, \$0-4	FR 54.5	RU 33.8	IT 14.5	180.2
Dairy products, eggs, honey, edible animal product nes	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots), nes, \$1-16	NL 261	CH 92.5	DE 91.7	764.3
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
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
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, nes, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080290) Nuts edible, fresh or dried, nes, \$4-20	CN 269.3	US 84.8	JP 53.2	496.0
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(081340) Fruits, dried nes, \$3-14	NL 8.4	DE 6.7	RU 5.4	49.3
Coffee, tea, mate and spices	(091091) Mixtures of spices, \$3-10	DE 20.3	MY 18.6	AE 11.2	95.7
	(090220) Tea, green (unfermented) in packages > 3 kg, \$4-24	VN 9.2	NE 5.5	FR 2.4	30.3
	(091030) Turmeric (curcuma), \$2-9	IN 2.5	US 2.1	AU 1.9	13.6
	(091091) Mixtures of spices, \$0-3	MY 1.3	SE 1.1	FR .9	9.5
	(090412) Pepper of the genus Piper, crushed or ground, \$3-11	IE 2.2	NG 1.6	PT 1.5	9.2
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

Catalogue of Diversification Opportunities 2022

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
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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

Catalogue of Diversification Opportunities 2022

	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190230) Pasta except uncooked or stuffed, \$1-3	CA 33.7	NL 33.4	CN 33	357.0
	(190190) Malt extract & limited cocoa pastrycooks products, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
Vegetable, fruit, nut, etc food preparations	(200190) Veg, fruit, nuts prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200811) Ground-nuts otherwise prepared or preserved, \$2-5	US 63.3	RO 11.9	SA 4.4	117.7
	(200600) Fruits, nuts, fruit-peel, etc preserved by sugar, \$2-7	CN 22.9	IE 9.6	DE 6.6	55.5
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Miscellaneous edible preparations	(210410) Soups and broths and preparations thereof, \$2-6	US 41.3	IT 19.8	NE 17.5	193.6
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$1-2	NO 12.9	SA 11.4	BW 9.4	125.1
	(210220) Yeasts, inactive, dead unicellular organisms, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1

Saint Vincent and the Grenadines

Basic statistics

Current diversification (number of products)	742	Potential new products more complex (percentage)	75
Potential new products	3,301	Export opportunity in more complex products (percentage)	35
Potential new products more complex than the country's average	2,476	Import replacement opportunity in more complex products (percentage)	22

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Plastics and articles thereof	10
Electrical, electronic equipment	9
Vehicles other than railway, tramway	6
Pharmaceutical products	6
Optical, photo, technical, medical, etc apparatus	5
Organic chemicals	4
Articles of iron or steel	3
Iron and steel	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	14
France	7
Germany	7
China	6
Thailand	4
United Kingdom	4
Netherlands	3
Italy	3
Spain	3
Russian Federation	3
Japan	3
Others	27

By regions

Region	Percent
Asia	33
Western Europe	22
Northern America	16
Southern Europe	8
Eastern Europe	8
Northern Europe	7
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
Dairy products, eggs, honey, edible animal products	17
Cereal, flour, starch, milk preparations and products	10

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	10
Cocoa and cocoa preparations	9
Animal,vegetable fats and oils, cleavage products, etc	8
Edible fruit, nuts, peel of citrus fruit, melons	8
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Sugars and sugar confectionery	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	4
Meat and edible meat offal	4
Edible vegetables and certain roots and tubers	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	13
United Kingdom	8
Russian Federation	7
Germany	7

By regions

Region	Percent
Asia	31
Western Europe	21
Northern America	14
Northern Europe	14

Catalogue of Diversification Opportunities 2022

France	7	Eastern Europe	11
Netherlands	5	Southern Europe	4
Japan	5		
United Arab Emirates	4		
China	4		
Others	23		

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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/m ² , uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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

Catalogue of Diversification Opportunities 2022

	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851822) Multiple loudspeakers, mounted in single enclosure, \$63-329	AU 174	DE 103.2	RU 83.5	852.4
Vehicles other than railway, tramway	(870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866	SA 2774.6	FR 1101.6	DE 545.5	7194.8
	(870332) Automobiles, diesel engine of 1500-2500 cc, \$10618-27295	DE 1658	ES 1585.6	PH 791.1	5588.0
	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(870510) Mobile cranes, \$33973-229543	KZ 48.5	UZ 48.4	KR 47.8	395.7
Optical, photo, technical, medical, etc apparatus	(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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

Catalogue of Diversification Opportunities 2022

	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
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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	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(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
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$6-24	JP 482.4	US 135.9	VN 23.7	736.3
	(030212) Salmon fresh or chilled, whole, \$7-12	FI 263.3	US 69.4	CN 67.8	687.5
	(030490) Fish meat & mince, except liver, roe & fillets, frozen, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
	(030619) Crustaceans nes, frozen,, \$6-17	KR 5.8	SA 5.5	NZ 5.3	31.9
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8

Catalogue of Diversification Opportunities 2022

	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$0-4	FR 3.7	NL 3.5	BE 1.9	14.9
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$3-17	US 51	IT 21.1	VN 5.8	108.5
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071021) Peas, frozen, uncooked steamed or boiled, \$0-1	GB 10.2	US 6.3	CN 4.7	44.6
	(071339) Beans dried, shelled, nes, \$1-2	CA 15.5	US 10.9	GB 3	40.8
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7

Catalogue of Diversification Opportunities 2022

	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
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

Catalogue of Diversification Opportunities 2022

	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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

Catalogue of Diversification Opportunities 2022

	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinegar, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200899) Fruit, edible plants and 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
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms and nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210610) Protein concentrates and textured protein substances, \$0-2	NL 27.2	FR 22.5	GB 11	105.3

Samoa

Basic statistics

Current diversification (number of products)	474	Potential new products more complex (percentage)	74
Potential new products	3,413	Export opportunity in more complex products (percentage)	36
Potential new products more complex than the country's average	2,519	Import replacement opportunity in more complex products (percentage)	21

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Electrical, electronic equipment	10
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Vehicles other than railway, tramway	4
Articles of iron or steel	4
Organic chemicals	4
Articles of apparel, accessories, knit or crochet	3
Iron and steel	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	14
France	7
China	7
Germany	6
United Kingdom	5
Thailand	4
Italy	3
Netherlands	3
Rep. of Korea	3
Japan	3
Canada	3
Others	27

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
Northern Europe	7
Eastern 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	17
Dairy products, eggs, honey, edible animal product nes	15

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	11
Meat and edible meat offal	10
Vegetable, fruit, nut, etc food preparations	8
Cocoa and cocoa preparations	8
Beverages, spirits and vinegar	6
Miscellaneous edible preparations	5
Animal,vegetable fats and oils, cleavage products, etc	4
Meat, fish and seafood food preparations nes	4
Residues, wastes of food industry, animal fodder	2
Sugars and sugar confectionery	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	13
United Kingdom	8
China	8
Russian Federation	6

By regions

Region	Percent
Asia	31
Western Europe	20
Northern America	15
Northern Europe	13

Catalogue of Diversification Opportunities 2022

Germany	6	Eastern Europe	10
France	6	Southern Europe	5
Netherlands	5		
Italy	3		
United Arab Emirates	3		
China, Hong Kong SAR	3		
Japan	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylenes, 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
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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/m ² , uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(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

Catalogue of Diversification Opportunities 2022

	(611130) Babies garments, accessories of synthetic fibres, kni, \$21-51	US 260.1	ES 16.5	GB 6	302.6
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances, nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plastic, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2

Catalogue of Diversification Opportunities 2022

	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
Optical, photo, technical, medical, etc apparatus	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5

Catalogue of Diversification Opportunities 2022

	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(071420) Sweet potatoes, fresh or dried, \$1-2	NL 23.4	DE 14.1	US 8.9	91.3
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9

Catalogue of Diversification Opportunities 2022

	(070930) Aubergines(egg-plants), fresh or chilled, \$1-3	CA 25.6	GB 6.1	RU 4.3	53.9
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151710) Margarine, except liquid margarine, \$1-2	GB 36.5	BE 7.2	RO 7.1	117.9
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9

Catalogue of Diversification Opportunities 2022

	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$1-4	TH 119.8	US 89.3	SN 65.7	668.0

Catalogue of Diversification Opportunities 2022

	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(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
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1

Catalogue of Diversification Opportunities 2022

Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220210) Beverage waters, sweetened or flavoured, \$1-3	US 182.5	NL 17.6	CA 9.6	272.5
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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

San Marino

Basic statistics

Current diversification (number of products)	1,630	Potential new products more complex (percentage)	65
Potential new products	4,604	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	3,014	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
Machinery & mech appliance etc	12
Iron and steel	7
Pharmaceutical products	7
Organic chemicals	7
Electrical, electronic equipment	7
Plastics and articles thereof	6
Optical, photo, technical, medical, etc apparatus	5
Vehicles other than railway, tramway	4
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	12
China	8
Germany	7
France	5
Rep. of Korea	4
Italy	4
Netherlands	4
Japan	4
Thailand	4
United Kingdom	3
Canada	3
India	3
Others	27

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	15
Northern Europe	7
Eastern Europe	7
Southern Europe	7
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	17

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	13
Dairy products, eggs, honey, edible animal product nes	13
Cereals	8
Animal,vegetable fats and oils, cleavage products, etc	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Cereal, flour, starch, milk preparations and products	5
Tobacco and manufactured tobacco substitutes	5
Vegetable, fruit, nut, etc food preparations	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Meat, fish and seafood food preparations nes	4
Milling products, malt, starches, inulin, wheat gluten	3
Beverages, spirits and vinegar	2
Sugars and sugar confectionery	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	17
Germany	9
China	9

By regions

Region	Percent
Asia	33
Western Europe	20
Northern America	18

Catalogue of Diversification Opportunities 2022

United Kingdom	6	Northern Europe	12
Netherlands	4	Southern Europe	7
Italy	4	Eastern Europe	5
Rep. of Korea	3		
United Arab Emirates	3		
Japan	3		
China, Hong Kong SAR	3		
France	3		
Others	23		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7

Catalogue of Diversification Opportunities 2022

	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7

Catalogue of Diversification Opportunities 2022

	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
	(870190) Wheeled tractors nes, \$0-9592	ES 57.4	BE 39.3	SE 34.1	389.6

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
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

Catalogue of Diversification Opportunities 2022

	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
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

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170390) Molasses, except cane molasses, \$0-3	US 6.9	SA 2	MY 1.8	16.2

Catalogue of Diversification Opportunities 2022

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
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Catalogue of Diversification Opportunities 2022

Tobacco manufactured substitutes	and tobacco	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1
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Sao Tome and Principe

Basic statistics

Current diversification (number of products)	511	Potential new products more complex (percentage)	70
Potential new products	3,491	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	2,459	Import replacement opportunity in more complex products (percentage)	17

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	15
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	4
Iron and steel	4
Paper & paperboard, articles of pulp, paper and board	4
Organic chemicals	4
Vehicles other than railway, tramway	3
Miscellaneous chemical products	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
France	7
Germany	6
Thailand	4
United Kingdom	4
China	4
Italy	3
Canada	3
Russian Federation	3
Netherlands	3
Japan	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	18
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Dairy products, eggs, honey, edible animal products	15

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	13
Cereal, flour, starch, milk preparations and products	12
Edible fruit, nuts, peel of citrus fruit, melons	11
Vegetable, fruit, nut, etc food preparations	11
Cocoa and cocoa preparations	8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Miscellaneous edible preparations	6
Sugars and sugar confectionery	4
Residues, wastes of food industry, animal fodder	4
Beverages, spirits and vinegar	3
Meat, fish and seafood food preparations nes	3
Edible vegetables and certain roots and tubers	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sum of others with smaller share	2

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

By countries

Country	Percent
USA	14
United Kingdom	9
Germany	9

By regions

Region	Percent
Asia	26
Western Europe	23
Northern America	15

Catalogue of Diversification Opportunities 2022

Russian Federation	8	Northern Europe	14
France	6	Eastern Europe	13
Netherlands	6	Southern Europe	4
Japan	4		
China	3		
Malaysia	3		
United Arab Emirates	3		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1

Catalogue of Diversification Opportunities 2022

	(481190) Paper, coated/impregnated/covered/coloured/printed, nes, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(870190) Wheeled tractors nes, \$0-9592	ES 57.4	BE 39.3	SE 34.1	389.6
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
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
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9

Catalogue of Diversification Opportunities 2022

	(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
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
Meat, fish and seafood food preparations nes	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1

Catalogue of Diversification Opportunities 2022

	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230990) Animal feed preparations nes, \$13-36	ES 16.4	CO 4.5	BR 3	38.4

Saudi Arabia

Basic statistics

Current diversification (number of products)	8,699	Potential new products more complex (percentage)	84
Potential new products	2,768	Export opportunity in more complex products (percentage)	70
Potential new products more complex than the country's average	2,325	Import replacement opportunity in more complex products (percentage)	71

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Vehicles other than railway, tramway	10
Organic chemicals	9
Electrical, electronic equipment	8
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	4
Pharmaceutical products	4
Copper and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	3
Nickel and articles thereof	3
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	12
China	10
Germany	7
France	6
United Kingdom	4
Italy	3
India	3
Rep. of Korea	3
Thailand	3
Netherlands	3
Japan	3
Others	28

By regions

Region	Percent
Asia	39
Western Europe	20
Northern America	14
Northern Europe	8
Southern Europe	7
Eastern Europe	5
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	29
Fish, crustaceans, molluscs, aquatic invertebrates nes	10

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	9
Animal,vegetable fats and oils, cleavage products, etc	7
Vegetable, fruit, nut, etc food preparations	7
Cereals	6
Meat, fish and seafood food preparations nes	5
Cocoa and cocoa preparations	4
Milling products, malt, starches, inulin, wheat gluten	4
Dairy products, eggs, honey, edible animal product nes	4
Residues, wastes of food industry, animal fodder	3
Edible fruit, nuts, peel of citrus fruit, melons	3
Edible vegetables and certain roots and tubers	3
Products of animal origin, nes	2
Sum of others with smaller share	4

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

By countries

Country	Percent
Germany	12
USA	8
China	7
France	6

By regions

Region	Percent
Asia	31
Western Europe	26
Northern Europe	14
Northern America	11

Catalogue of Diversification Opportunities 2022

Japan	6	Eastern Europe	7
United Kingdom	5	Southern Europe	6
China, Hong Kong SAR	5		
Netherlands	4		
Canada	3		
Italy	3		
Others	23		

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
	(283620) Disodium carbonate, \$0-0	TH 116.8	KR 58.3	BR 47.2	633.9
	(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
	(283691) Lithium carbonates, \$0-11	CN 80.3	NL 75.5	JP 40.3	222.0

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
	(300660) Contraceptive preps based on hormones or spermicides, \$55-277	IT 33.1	RU 30.4	ZA 12	192.5
Iron and steel	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1	TH 597	SE 199.8	BE 58	1011.5
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2

Catalogue of Diversification Opportunities 2022

	(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
	(720221) Ferro-silicon, >55% silicon, \$1-1	JP 270.4	ID 40.6	RU 14.4	367.3
	(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
Copper and articles thereof	(740311) Copper cathodes and sections of cathodes unwrought, \$6-6	AE 1449.3	IN 336	EG 237.1	2902.6
	(741110) Pipes or tubes, refined copper, \$0-7	IN 151.5	FR 113.7	DE 102.2	945.8
	(740710) Bars, rods & profiles of refined copper, \$0-7	SA 135.8	PH 76.3	VN 19.1	337.5
	(741011) Foil of refined copper, not backed, t < 0.15mm, \$7-32	US 51.8	PL 46.8	KR 29.2	184.9
	(741021) Foil of refined copper, backed, t < 0.15mm, \$12-76	CN 99	HK 27.8	PH 12.7	151.6
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
	(750522) Wire, nickel alloy, \$24-75	SA 33.3	VN 12	CN 11.9	123.1
	(750712) Tubes and pipe, nickel alloy, \$96-200	US 48.1	CN 28.5	SG 4.3	84.0
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

Catalogue of Diversification Opportunities 2022

	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(843410) Milking machines, \$673-51879	DE 109	FR 68.7	NL 30.2	374.1
	(845811) Horizontal numerically controlled metal work lathes, \$20585-118730	RU 124.9	IN 48.1	PL 46.3	373.6
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2

Catalogue of Diversification Opportunities 2022

	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
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
	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6
	(901020) Equipment for photographic laboratories nes, \$189-17304	SG 85	JP 64	TH 61.4	309.7
	(900211) Objective lenses for cameras, projectors, etc, \$712-1446	GB 57.3	MY 45	DE 31.1	266.2
	(900290) Mounted lenses, prisms, mirrors, optical elements nes, \$590-1374	CN 138	FR 15.8	TR 4.8	178.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1

Catalogue of Diversification Opportunities 2022

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
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030250) Cod, fresh or chilled, whole, \$5-12	NL 32.3	PT 18.7	DK 11.3	78.7
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
	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(051000) Ambergris, civet, musk, etc for pharmaceutical use, \$0-3	IT 4.7	FR 1.9	UY .6	8.7
	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0
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

Catalogue of Diversification Opportunities 2022

	(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
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
Edible fruit, nuts, peel of citrus fruit, melons	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(081330) Apples, dried, \$3-10	AU 2	CH 1.3	NL 1.1	11.0
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(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
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6

Catalogue of Diversification Opportunities 2022

	(110412) Oats, rolled or flaked grains, \$0-0	FR 3.6	NL 3.3	EC 2.5	38.6
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
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
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(151000) Olive oil, fractions, blends, not chemically modified, \$0-1	IT 36.9	PT 10	GB 5.3	61.3
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4

Catalogue of Diversification Opportunities 2022

	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200490) Vegetables nes and mixtures, prepared, frozen, \$4-7	FR 5.4	KW 4	SE 3.8	22.1
	(200840) Pears, otherwise prepared or preserved, \$1-2	US 6.2	CA 4.5	BE 1.7	17.4
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(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

Senegal

Basic statistics

Current diversification (number of products)	3,668	Potential new products more complex (percentage)	81
Potential new products	3,878	Export opportunity in more complex products (percentage)	64
Potential new products more complex than the country's average	3,135	Import replacement opportunity in more complex products (percentage)	61

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	18
Machinery & mech appliance etc	9
Organic chemicals	6
Iron and steel	5
Pharmaceutical products	5
Optical, photo, technical, medical, etc apparatus	5
Electrical, electronic equipment	5
Plastics and articles thereof	5
Vehicles other than railway, tramway	4
Miscellaneous chemical products	2
Sum of others with smaller share	36

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

By countries

Country	Percent
China	25
USA	11
Germany	6
France	5
Netherlands	3
Thailand	3
Italy	3
Rep. of Korea	3
United Kingdom	3
Japan	3
Others	22

By regions

Region	Percent
Asia	48
Western Europe	17
Northern America	12
Southern Europe	6
Eastern Europe	5
Northern Europe	5
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	19
Dairy products, eggs, honey, edible animal products	17
Cereals	14

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	12
Animal,vegetable fats and oils, cleavage products, etc	7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Vegetable, fruit, nut, etc food preparations	5
Meat, fish and seafood food preparations nes	4
Milling products, malt, starches, inulin, wheat gluten	3
Sugars and sugar confectionery	2
Miscellaneous edible preparations	2
Residues, wastes of food industry, animal fodder	2
Edible vegetables and certain roots and tubers	2
Beverages, spirits and vinegar	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	16
USA	8
Germany	8
United Kingdom	5
China, Hong Kong SAR	4

By regions

Region	Percent
Asia	42
Western Europe	18
Northern America	10
Northern Europe	9
Southern Europe	6

Catalogue of Diversification Opportunities 2022

Viet Nam	3	Eastern Europe	6
Italy	3	South America	3
Rep. of Korea	3		
Russian Federation	3		
Netherlands	3		
France	3		
Japan	3		
Others	26		

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262019) Ash or residues containing mainly zinc (not spelter), \$0-1	NL 13.8	FR 8.5	NO 8.3	56.8
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(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
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
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
	(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
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9

Catalogue of Diversification Opportunities 2022

	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7

Catalogue of Diversification Opportunities 2022

	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible vegetables and certain roots and tubers	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1

Catalogue of Diversification Opportunities 2022

	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4

Catalogue of Diversification Opportunities 2022

	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8

Catalogue of Diversification Opportunities 2022

	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
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

Catalogue of Diversification Opportunities 2022

	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
	(230240) Cereal bran, sharps, residue except maize, wheat, ric, \$0-3	CN 4.1	DE 1.5	LU 1.3	12.6

Serbia

Basic statistics

Current diversification (number of products)	10,171	Potential new products more complex (percentage)	83
Potential new products	1,991	Export opportunity in more complex products (percentage)	74
Potential new products more complex than the country's average	1,658	Import replacement opportunity in more complex products (percentage)	75

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Vehicles other than railway, tramway	14
Organic chemicals	13
Machinery & mech appliance etc	9
Iron and steel	6
Electrical, electronic equipment	6
Inorganic chemicals, precious metal compound, isotopes	5
Optical, photo, technical, medical, etc apparatus	5
Miscellaneous chemical products	4
Pharmaceutical products	4
Nickel and articles thereof	4
Sum of others with smaller share	30

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

By countries

Country	Percent
USA	14
China	13
Germany	6
United Kingdom	5
France	4
India	3
Netherlands	3
Singapore	3
Italy	3
Rep. of Korea	3
Others	26

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	16
Northern Europe	8
Southern Europe	6
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
Meat and edible meat offal	21
Dairy products, eggs, honey, edible animal product nes	21
Fish, crustaceans, molluscs, aquatic invertebrates nes	15

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	14
Beverages, spirits and vinegar	7
Meat, fish and seafood food preparations nes	7
Milling products, malt, starches, inulin, wheat gluten	7
Sugars and sugar confectionery	2
Cereal, flour, starch, milk preparations and products	1
Lac, gums, resins, vegetable saps and extracts nes	1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Coffee, tea, mate and spices	1
Edible vegetables and certain roots and tubers	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	8
China	8
United Kingdom	7
Japan	7
Netherlands	6
Rep. of Korea	5

By regions

Region	Percent
Asia	39
Western Europe	19
Northern Europe	18
Eastern Europe	7
Southern Europe	6
Northern America	6

Catalogue of Diversification Opportunities 2022

China, Hong Kong SAR	5
Finland	4
Philippines	4
USA	4
France	3
Denmark	3
Italy	3
Others	23

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
	(283620) Disodium carbonate, \$0-0	TH 116.8	KR 58.3	BR 47.2	633.9
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$0-195	CN 355.5	PL 4.2	US 2.2	363.7

Catalogue of Diversification Opportunities 2022

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
	(293100) Organo-inorganic compounds, nes, \$3-18	BR 359.3	KR 94.3	IE 31.3	593.9
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
Pharmaceutical products	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(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
	(300239) Vaccines, veterinary use, except foot and mouth, \$252-563	NL 67.2	IT 60.9	JP 39.2	410.9
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(381519) Supported catalysts, except nickel or precious metal, \$28-61	US 120.8	RU 118.1	ES 100	631.3
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6

Catalogue of Diversification Opportunities 2022

	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(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
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	CN 66.7	CZ 43	SI 29.3	386.7
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$13-16	CN 985.7	US 879.2	DE 461.3	3935.8
	(750400) Nickel powders and flakes, \$0-21	CN 105.7	KR 56.3	US 20.2	210.8
	(750620) Plates, sheet, strip and foil, nickel alloy, \$22-66	IN 49	ID 40.5	CN 22.4	176.1
	(750220) Nickel unwrought, alloyed, \$13-50	GB 63	US 34.8	IT 16	170.5
	(750300) Nickel waste or scrap, \$9-16	JP 42.8	US 27.8	DE 25.3	134.2
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
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9

Catalogue of Diversification Opportunities 2022

	(840790) Engines, spark-ignition type nes, \$127-1508	US 347.1	BE 7.6	IE 7.5	386.9
	(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
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850422) Liquid dielectric transformers 650-10,000KVA, \$30198-67252	US 197.2	DE 59	CH 14.1	322.2
	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
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
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(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

Catalogue of Diversification Opportunities 2022

	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3
	(902219) Non-medical X-ray equipment, \$11306-42823	JP 65.5	US 51.8	FR 39.5	415.8
	(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	
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
	(020900) Pig and poultry fat, unrendered, \$0-0	CZ 4.9	SK 4.5	GB 4.2	30.4
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
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8

Catalogue of Diversification Opportunities 2022

	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(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
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
Edible vegetables and certain roots and tubers	(070920) Asparagus, fresh or chilled, \$3-8	CH 10	NO 5.8	CA 4.2	48.3
	(071029) Legumes, except peas and beans, frozen, \$1-2	JP 5.8	AU 1.6	IT 1.1	17.9
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$9-15	EG 15.3	FR 5	DK 1.7	27.3
	(080232) Walnuts, fresh or dried, shelled, \$10-17	DO .9	FR .5	CZ .5	4.0
Coffee, tea, mate and spices	(091020) Saffron, \$14-796	HK 28.9	FR 3.7	PT 1.7	39.3
	(090122) Coffee, roasted, decaffeinated, \$22-44	PT 3	GB 2.9	ES 2.7	20.9

Catalogue of Diversification Opportunities 2022

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
	(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	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130212) Liquorice extract, \$7-20	IT 3.2	FI 1.9	DE 1.5	9.7
	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-0	JP 23.8	DK 14.4	VN 10.1	90.8
	(151490) Canola, rape, colza or mustard oil, fractions, refined, \$1-2	SE 12.1	FR 11.2	PH 7.1	64.0
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

Catalogue of Diversification Opportunities 2022

	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
Sugars and sugar confectionery	(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
	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
Cereal, flour, starch, milk preparations and products	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$7-16	KW .7	SE .5	AE .3	2.1
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3

Seychelles

Basic statistics

Current diversification (number of products)	1,130	Potential new products more complex (percentage)	70
Potential new products	4,218	Export opportunity in more complex products (percentage)	39
Potential new products more complex than the country's average	2,932	Import replacement opportunity in more complex products (percentage)	25

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Electrical, electronic equipment	9
Plastics and articles thereof	8
Organic chemicals	7
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Articles of iron or steel	3
Miscellaneous chemical products	3
Inorganic chemicals, precious metal compound, isotopes	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	13
France	7
China	6
Germany	5
Thailand	4
United Kingdom	4
Netherlands	4
Italy	3
India	3
Rep. of Korea	3
Japan	3
Others	29

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	16
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
Dairy products, eggs, honey, edible animal products	20
Edible fruit, nuts, peel of citrus fruit, melons	11

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	10
Beverages, spirits and vinegar	10
Animal,vegetable fats and oils, cleavage products, etc	7
Meat and edible meat offal	7
Cereal, flour, starch, milk preparations and products	7
Cocoa and cocoa preparations	6
Meat, fish and seafood food preparations nes	5
Miscellaneous edible preparations	4
Sugars and sugar confectionery	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Milling products, malt, starches, inulin, wheat gluten	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	11
USA	11
United Kingdom	8
Germany	5

By regions

Region	Percent
Asia	40
Western Europe	15
Northern Europe	13
Northern America	12

Catalogue of Diversification Opportunities 2022

Russian Federation	5	Eastern Europe	9
Japan	5	Southern Europe	5
United Arab Emirates	5		
France	4		
Netherlands	4		
Italy	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	
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Optical, photo, technical, medical, etc apparatus	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

Catalogue of Diversification Opportunities 2022

	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
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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	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6

Catalogue of Diversification Opportunities 2022

	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(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	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110419) Cereals, rolled or flaked grains nes, \$0-3	GB 1.5	SA 1.3	DE .9	6.7

Catalogue of Diversification Opportunities 2022

Oil seed, oleaginous 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, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
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
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserved, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160413) Sardine, brisling, sprat prepared/preserved, not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9

Catalogue of Diversification Opportunities 2022

	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1

Catalogue of Diversification Opportunities 2022

	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Sierra Leone

Basic statistics

Current diversification (number of products)	2,216	Potential new products more complex (percentage)	75
Potential new products	4,368	Export opportunity in more complex products (percentage)	46
Potential new products more complex than the country's average	3,267	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
Machinery & mech appliance etc	11
Plastics and articles thereof	8
Iron and steel	7
Electrical, electronic equipment	6
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	6
Vehicles other than railway, tramway	4
Articles of iron or steel	3
Pharmaceutical products	3
Miscellaneous chemical products	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	14
China	7
France	6
Germany	5
Thailand	4
United Kingdom	4
Belgium	3
Japan	3
Italy	3
Netherlands	3
Rep. of Korea	3
India	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	15
Eastern Europe	7
Northern Europe	7
Southern Europe	7
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
Dairy products, eggs, honey, edible animal products	19

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	14
Cereals	12
Cereal, flour, starch, milk preparations and products	8
Beverages, spirits and vinegar	7
Animal,vegetable fats and oils, cleavage products, etc	6
Meat and edible meat offal	6
Vegetable, fruit, nut, etc food preparations	5
Tobacco and manufactured tobacco substitutes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4
Meat, fish and seafood food preparations nes	3
Sugars and sugar confectionery	2
Miscellaneous edible preparations	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	13
China	9
Germany	8

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	14

Catalogue of Diversification Opportunities 2022

United Kingdom	6	Northern Europe	11
France	5	Eastern Europe	7
Russian Federation	4	Southern Europe	6
China, Hong Kong SAR	4		
Netherlands	4		
Italy	3		
Viet Nam	3		
Others	25		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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

Catalogue of Diversification Opportunities 2022

Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0

Catalogue of Diversification Opportunities 2022

	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
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
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power,sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870510) Mobile cranes, \$33973-229543	KZ 48.5	UZ 48.4	KR 47.8	395.7

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9

Catalogue of Diversification Opportunities 2022

	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4

Catalogue of Diversification Opportunities 2022

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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(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
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7

Catalogue of Diversification Opportunities 2022

Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
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
	(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

Catalogue of Diversification Opportunities 2022

		(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
		(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations		(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
		(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
		(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
		(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
		(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
Miscellaneous edible preparations		(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
		(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
		(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
		(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
Beverages, spirits and vinegar		(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8

Catalogue of Diversification Opportunities 2022

	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Tobacco and tobacco manufactured substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Singapore

Basic statistics

Current diversification (number of products)	17,411	Potential new products more complex (percentage)	79
Potential new products	790	Export opportunity in more complex products (percentage)	69
Potential new products more complex than the country's average	624	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	15
Pharmaceutical products	12
Vehicles other than railway, tramway	9
Machinery & mech appliance etc	8
Meat and edible meat offal	7
Pearls, precious stones, metals, coins, etc	5
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	4
Miscellaneous chemical products	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Sum of others with smaller share	29

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

By countries

Country	Percent
USA	13
Italy	7
Germany	7
China	7
United Kingdom	6
France	6
Thailand	5
India	3
Netherlands	3
Japan	3
Canada	3
Others	24

By regions

Region	Percent
Asia	29
Western Europe	21
Northern America	15
Southern Europe	11
Northern Europe	10
Eastern Europe	7
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	43
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	19

Catalogue of Diversification Opportunities 2022

Cereals	14
Residues, wastes of food industry, animal fodder	9
Dairy products, eggs, honey, edible animal products	5
Products of animal origin, nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Meat, fish and seafood food preparations nes	1
Vegetable, fruit, nut, etc food preparations	1
Live animals	1
Animal, vegetable fats and oils, cleavage products, etc	1
Sugars and sugar confectionery	1

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

By countries

Country	Percent
Germany	15
China	14
Japan	9
USA	5
Austria	5
Spain	4
France	4

By regions

Region	Percent
Asia	34
Western Europe	30
Southern Europe	9
Eastern Europe	7
Northern Europe	7
Northern America	6
Northern Africa	3

United Kingdom	3
Netherlands	3
Thailand	3
Italy	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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020442) Sheep cuts, bone in, frozen, \$5-12	SA 19.8	JP 11.1	NL 9.6	90.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7

Catalogue of Diversification Opportunities 2022

	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
Organic chemicals	(293490) Heterocyclic compounds, nes, \$777-1397	DE 197	FR 100.5	JP 68.3	463.3
	(291819) Carboxylic acids (alcohol function only), derivatives, \$27-64	RU 39	KR 31.7	JP 11.9	111.7
	(292410) Acyclic amides, derivatives, salts thereof, \$0-3	FR 45.5	US 28.8	NL 7.7	109.0
	(290124) Buta-1, 3-diene and isoprene, \$0-0	GB 30.1	PL 29.4	NL 19.2	96.3
	(291010) Oxirane (ethylene oxide), \$0-1	BE 72.5	SK 3.1	ES 1	77.8
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$599-819	DE 40.8	IT 13.8	CH 3.2	65.3
	(300339) Hormones nes, no antibiotics, bulk, not contraceptive, \$258-613	US 15.7	LT 9.6	AO 8.8	45.7
	(300410) Penicillins and streptomycins, derivs, in dosage, \$243-730	GB 7.4	CZ 5.7	QA 3.9	30.3
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$1083-2699	CN 9.8	FR 2.3	GB 1.8	25.1
Miscellaneous chemical products	(381519) Supported catalysts, except nickel or precious metal, \$28-61	US 120.8	RU 118.1	ES 100	631.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6

Catalogue of Diversification Opportunities 2022

	(380130) Carbonaceous pastes for electrodes, furnace linings, \$0-10	KR 14.5	NO 13.5	ID 7.9	69.0
	(380992) Finishing agents & dye carriers - paper industry, \$0-1	FR 29.3	NL 5.9	ES 5	66.6
	(380210) Activated carbon, \$8-18	KR 16.7	RO 2.8	CA 2.5	28.8
Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(480421) Paper, sack kraft, unbleached, uncoated, \$0-0	ES 36.4	CN 23.3	IT 16	122.1
	(480640) Paper, glassine, glazed transparent or translucent ne, \$0-1	BR 22.3	LU 13.6	NL 9.2	79.1
	(480522) Paper, multi-ply, one layer bleached, uncoated, \$0-0	FR 26.5	VN 12.4	IL 8.8	69.9
Pearls, precious stones, metals, coins, etc	(711029) Palladium in semi-manufactured forms, \$44611-104574	GB 1272.4	CH 320.2	CA 278.8	1947.6
	(711510) Catalysts (form of wire cloth or grill) of platinum, \$47-6650	FR 8.1	DK 3.2	GB 2.4	17.1
	(711590) Articles of, or clad with, precious metal nes, \$52955-103833	JP 7.6	RU .1		7.7
	(710700) Base metals clad with silver, semi-manufactured, \$2619-4966	ET 1.2	MY .1	IT 0	1.3
Iron and steel	(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

Catalogue of Diversification Opportunities 2022

	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1	TH 597	SE 199.8	BE 58	1011.5
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
	(720310) Ferrous products from direct reduction of iron ore, \$0-5	CN 307.1	UZ 76.7	AT 63.8	520.0
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
Machinery & mech appliance etc	(843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$6501-85467	CL 53.3	NL 40.3	FR 30.9	337.6
	(843230) Seeders, planters and transplanters, \$25671-62524	RU 56.5	NG 42.1	AU 35.8	225.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$1939-4286	IT 168.4	NL .8	MY .5	172.3
	(844540) Textile yarn winding or reeling machines, \$2006-59309	IN 77.4	US 20.7	UZ 10.4	143.5
	(843340) Straw or fodder balers, including pick-up balers, \$36509-85134	GB 42	US 15.1	AU 13.8	132.9
Vehicles other than railway, tramway	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331	US 198.4	SE 10.8	NO 8.1	248.5

Catalogue of Diversification Opportunities 2022

	(870540) Mobile concrete mixers, \$26877-75384	VN 52.2	KH 27.7	MA 14.9	219.5
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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, \$0-62	US 15.1	PT 6.5	NL 5.1	35.8
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020442) Sheep cuts, bone in, frozen, \$5-12	SA 19.8	JP 11.1	NL 9.6	90.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
	(030741) Cuttle fish, squid, live, fresh or chilled, \$50-89	LC 0	HK 0	MV 0	0.0
Dairy products, eggs, honey, edible animal product nes	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$3-5	SG 5.6	ID 4.8	NZ 3.2	34.4

Catalogue of Diversification Opportunities 2022

	(041000) Edible products of animal origin nes, \$0-5	NL 9.7	GB 5.7	TH 5.2	25.5
	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0
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
Milling products, malt, starches, inulin, wheat gluten	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
	(110813) Potato starch, \$14-30	SA 0	NZ 0	CH 0	0.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7

Catalogue of Diversification Opportunities 2022

	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
Animal,vegetable fats and oils, cleavage products, etc	(152200) Degras, residues from treatment animal & veg waxes, \$0-1	FR 19.1	ES 11.4	US 1.7	34.5
	(151913) Tall oil fatty acids, \$1-2	KR 5.2	AU 3.2	CA 3.2	25.0
	(151511) Linseed oil, crude, \$1-8	ES .7	FR .6	CN .5	3.0
	(150890) Refined ground-nut oil not chemically modified, \$139-274	FI .4	CN 0	IN 0	0.4
Meat, fish and seafood food preparations nes	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
	(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, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
Cereal, flour, starch, milk preparations and products	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
Vegetable, fruit, nut, etc food preparations	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
Residues, wastes of food industry, animal fodder	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8

Catalogue of Diversification Opportunities 2022

	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230630) Sunflower seed oil-cake and other solid residues, \$1-9	GB .3	LV .2	IT .1	0.6

Slovakia

Basic statistics

Current diversification (number of products)	14,300	Potential new products more complex (percentage)	84
Potential new products	872	Export opportunity in more complex products (percentage)	71
Potential new products more complex than the country's average	732	Import replacement opportunity in more complex products (percentage)	72

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	21
Electrical, electronic equipment	10
Pharmaceutical products	8
Organic chemicals	8
Optical, photo, technical, medical, etc apparatus	7
Inorganic chemicals, precious metal compound, isotopes	6
Pearls, precious stones, metals, coins, etc	4
Miscellaneous chemical products	4
Iron and steel	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	26

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

By countries

Country	Percent
USA	14
France	8
China	7
China, Hong Kong SAR	5
Rep. of Korea	4
Spain	4
Malaysia	3
Germany	3
Canada	3
Netherlands	3
Singapore	3
Switzerland	3
Others	26

By regions

Region	Percent
Asia	39
Western Europe	19
Northern America	17
Southern Europe	8
Northern Europe	5
South America	4
Eastern Europe	4

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	42

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	27
Animal,vegetable fats and oils, cleavage products, etc	19
Milling products, malt, starches, inulin, wheat gluten	9
Miscellaneous edible preparations	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	1

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

By countries

Country	Percent
China, Hong Kong SAR	32
France	16
Thailand	6
Japan	5
Netherlands	5
Viet Nam	5
Canada	4
Spain	3
Others	9

By regions

Region	Percent
Asia	55
Western Europe	26
Northern America	6
Southern Europe	4
Northern Europe	4

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	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$0-195	CN 355.5	PL 4.2	US 2.2	363.7
	(281820) Aluminium oxide, except artificial corundum, \$7-16	SA 45.2	DE 27	JP 11	91.2
	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(282300) Titanium oxides, \$0-2	VN 38.3	BE 8.2	FI 4.5	74.4
Organic chemicals	(293319) Heterocyclic compounds with unfused pyrazole ring, nes, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
	(293500) Sulphonamides in bulk, \$392-933	IE 69.8	JP 63.4	CN 42.4	295.5
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$0-12	DE 39.7	FR 38.9	IN 17.8	187.8
	(294130) Tetracyclines, derivatives, in bulk, salts, \$34-250	NL 40.7	BE 39	RU 8.9	131.3
	(292242) Glutamic acid, salts, \$0-1	MM 16.2	KH 16	AF 14.7	130.3
Pharmaceutical products	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4

Catalogue of Diversification Opportunities 2022

	(300190) Heparin, salts, for therapeutic use, \$2199-5337	SG 488.6	FR 95.3	US 54.2	684.6
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$599-819	DE 40.8	IT 13.8	CH 3.2	65.3
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$1083-2699	CN 9.8	FR 2.3	GB 1.8	25.1
Miscellaneous chemical products	(381519) Supported catalysts, except nickel or precious metal, \$28-61	US 120.8	RU 118.1	ES 100	631.3
	(381800) Chemical element/compound wafers doped for electronic, \$0-45	MY 225	PH 57.5	CN 37.9	365.9
	(381511) Supported catalysts, nickel based, \$11-30	TH 35	SA 24.5	IN 23.2	173.9
	(380110) Artificial graphite, \$0-1	MY 53.5	FR 4.4	IN 3.4	74.6
	(381600) Refractory cements, mortars, concretes except graphit, \$2-4	CN 10.6	US 2.9	PK 1.7	29.5
Paper & paperboard, articles of pulp, paper and board	(481091) Paper, multi-ply, clay coated, nes, \$0-0	FR 98.3	CZ 32.1	MY 22.8	290.9
	(480441) Paper, kraft, 150-225 g/m2, unbleached,uncoated nes, \$0-2	CN 46.7	CA 35.9	DE 20	158.5
	(481131) Paper, >150g/m2, bleached, plastic coated/impregnated, \$0-1	FR 18.3	CA 13.1	US 12.8	140.0

Catalogue of Diversification Opportunities 2022

	(480421) Paper, sack kraft, unbleached, uncoated, \$0-0	ES 36.4	CN 23.3	IT 16	122.1
	(480419) Paper, Kraftliner, other than unbleached, uncoated, \$0-0	GT 14	KH 10.3	NL 6.2	54.0
Pearls, precious stones, metals, coins, etc	(710239) Diamonds (jewellery) worked but not mounted or set, \$0-215	FR 535.3	AE 333.8	NP 10.8	904.8
	(710610) Silver powder, \$122-627	GB 57	FR 55.2	HK 24.5	149.0
	(711019) Platinum in semi-manufactured forms, \$0-4119	MY 35.8	ES 5	IT 2.6	47.9
	(710229) Diamonds industrial, worked, \$6-760	FR 22.1	IT 7.8	US 1.1	32.9
	(711420) Gold, silversmith wares, base clad with precious meta, \$33-244	MY 1	GB .6	GR .5	4.4
Iron and steel	(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
	(721921) Hot rolled stainless steel flat, w >600mm, t >10mm, \$0-2	IT 55.2	SA 30	DE 25.2	188.8
	(721913) Hot rolled stainless steel coil, w >600mm, t 3-4.75mm, \$2-3	TH 52.4	RO 19.5	VN 19.3	102.8
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-1	ES 24.1	FR 15.5	CN 8	72.0
	(721339) Hot rolled bar/rod, iron or non-alloy steel, coiled, C<.25%, nes, \$0-1	NL 12.4	MY 7.6	LA 4.3	42.3
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

Catalogue of Diversification Opportunities 2022

	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(842240) Packing or wrapping machinery nes, \$66673-180950	CN 129.9	CA 54.7	AU 39.4	282.2
	(843311) Mowers, powered, lawn, with horizontal cutting device, \$829-1896	CA 177	US 31.2	SE 23.6	272.5
	(842620) Tower cranes, \$63322-117540	RU 68.5	SG 31.8	GB 19.9	268.4
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(851671) Electric coffee or tea makers, domestic, \$240-554	DE 136.7	CH 23.6	BY 10.9	187.2
	(850163) AC generators, of an output 375-750 kVA, \$309-8228	KR 156.8	US 4.3	VN 3.5	176.2
	(851631) Electric hair dryers, \$92-273	CN 136	IT 6.1	ES 2.4	150.3
	(850213) Generating sets, diesel, output > 375 kVA, \$87805-173310	PK 39.5	IT 12.3	GB 11.3	145.4
Optical, photo, technical, medical, etc apparatus	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3
	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(900661) Photographic discharge lamp flashlight apparatus, \$0-113	CN 153.8	DE 6.7	CA 3	173.7
	(901310) Telescopes for arms/other equipment, periscopes, \$0-148	US 122.8	CA 6.7	AU 3	138.0
	(902720) Chromatographs, electrophoresis instruments, \$0-5199	US 34	SG 30	IN 18.2	106.1

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	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020722) Turkeys, domestic, whole, frozen, \$2-4	GB 8.1	GR 1.4	AE 1.3	14.1
	(021011) Hams and shoulders, swine, salted, dried or smoked, \$0-5	IT 1.9	DK 1.7	RO .5	7.3
	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$18-43	FI 0	BR 0	SC 0	0.2
Fish, crustaceans, molluscs, aquatic invertebrates nes	(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	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2
Products of animal origin, nes	(051110) Semen bovine, \$37845-63374	MY .1	BY .1	PY 0	0.2
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$42-104	ID .7	NG .1	MY .1	1.0

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(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
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$3-7	KR 2.8	MA 1.4	CN 1.1	8.8
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$11-15	QA .1	CL .1	MY .1	0.3
Cereal, flour, starch, milk preparations and products	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$7-16	KW .7	SE .5	AE .3	2.1
Miscellaneous edible preparations	(210310) Soya sauce, \$4-8	FR 4.4	ES .6	GB .5	8.8
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8
	(210230) Baking powders, prepared, \$5-10	EC .2	BW .1	EG .1	1.1

Slovenia

Basic statistics

Current diversification (number of products)	14,154	Potential new products more complex (percentage)	79
Potential new products	922	Export opportunity in more complex products (percentage)	67
Potential new products more complex than the country's average	727	Import replacement opportunity in more complex products (percentage)	71

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Vehicles other than railway, tramway	27
Machinery & mech appliance etc	15
Organic chemicals	9
Electrical, electronic equipment	6
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	5
Miscellaneous chemical products	4
Furniture, lighting, signs, prefabricated buildings	3
Rubber and articles thereof	2
Plastics and articles thereof	2
Sum of others with smaller share	21

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

By countries

Country	Percent
China	12
USA	11
Germany	10
United Kingdom	5
France	5
Italy	3
India	3
Switzerland	3
China, Hong Kong SAR	3
Singapore	3
Others	25

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	12
Northern Europe	11
Southern Europe	6
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
Dairy products, eggs, honey, edible animal product nes	36
Animal,vegetable fats and oils, cleavage products, etc	18
Fish, crustaceans, molluscs, aquatic invertebrates nes	13

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	10
Lac, gums, resins, vegetable saps and extracts nes	7
Milling products, malt, starches, inulin, wheat gluten	7
Meat, fish and seafood food preparations nes	5
Edible fruit, nuts, peel of citrus fruit, melons	2
Meat and edible meat offal	1
Miscellaneous edible preparations	1

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

By countries

Country	Percent
France	17
USA	12
Egypt	7
United Kingdom	7
Germany	6
Thailand	5
Belgium	5
United Arab Emirates	3
Russian Federation	3
Spain	3

By regions

Region	Percent
Western Europe	29
Asia	20
Northern America	15
Northern Europe	11
Eastern Europe	9
Northern Africa	7
Southern Europe	4

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	
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
	(293219) Heterocyclic compounds with unfused furan ring, nes, \$0-20	NL 154.7	IT 27.9	GB 18.8	236.2
	(293410) Heterocyclic compounds with an unfused thiazole ring, \$34-246	BR 53.6	CA 49.6	US 23.4	197.6
	(290330) Fluor-/brom-/iodin-ated derivs of acyclic hydrocarbon, \$0-5	NL 79.6	GB 16.6	BR 14	181.9
	(290930) Aromatic ethers, derivatives, \$8-43	JP 54.2	KR 16.1	US 13.3	138.2
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$204-452	CZ 229.1	SG 130.1	DE 65	701.5
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(380130) Carbonaceous pastes for electrodes, furnace linings, \$0-10	KR 14.5	NO 13.5	ID 7.9	69.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$50-193	UZ 35.9	EG 14.5	FR 4.8	68.5
	(380590) Terpenic oils nes, crude dipentene, paracymene, \$3-11	ID 7.3	AE 5.2	IN 2.9	35.1

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(392119) Sheet etc, cellular of plastics nes, \$37-52	CN 59.7	HU 46.3	MY 35.7	185.9
	(390230) Propylene copolymers in primary forms, \$2-3	FR 31.2	CN 17.8	ZA 14.3	136.6
	(390290) Polymers of propylene, olefins nes in primary forms, \$5-10	CN 48.4	KR 26.2	AT 9.7	133.8
	(390799) Polyesters nes, in primary forms, \$6-13	JP 101.8	IT 4.9	FR 3.9	124.9
	(390740) Polycarbonates, in primary forms, \$5-9	US 46.3	KR 44.7	CR 5.7	115.2
Rubber and articles thereof	(401199) Pneumatic tyres new of rubber nes, \$497-1170	ID 207.4	JP 43.4	BR 28.8	365.8
	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$0-2	BE 59.2	CN 51.8	US 43	208.0
	(401120) Pneumatic tyres new of rubber for buses or lorries, \$348-762	CN 20.3	US 4.1	UA 3.9	50.1
	(401191) Pneumatic tyres new of rubber nes, herring-bone tread, \$365-693	DK 7.8	ES 6.1	CH 3.1	33.1
	(400291) Synthetic rubber or factice latex from oils, nes, \$1-14	LK 10.8	VN 6.9	ID 1.8	28.1
Iron and steel	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	RU 66.9	CZ 64.6	NL 50.5	325.4

Catalogue of Diversification Opportunities 2022

	(721733) Wire, iron or non-alloy steel, of base metal plated/coated nes, >0.6%C, \$0-1	JP 14.1	RO 13.1	DE 13	103.1
	(722100) Bar or rod, stainless steel, hot rolled, coiled, \$2-10	CN 13.4	TH 9.2	FI 6.7	64.0
Machinery & mech appliance etc	(843410) Milking machines, \$673-51879	DE 109	FR 68.7	NL 30.2	374.1
	(841810) Combined refrigerator-freezers, two door, \$1081-2714	US 307.3	FI 17.8	HK 9.4	341.4
	(847050) Cash registers, \$784-1765	US 253.1	GB 48.2	CA 15	340.1
	(845811) Horizontal numerically controlled metal work lathes, \$118730-265948	US 85.7	IT 41	CN 30.8	301.7
	(847710) Injection-moulding machines for rubber or plastic, \$0-10602	ES 90.2	IN 52.9	MY 26	282.5
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
	(851631) Electric hair dryers, \$92-273	CN 136	IT 6.1	ES 2.4	150.3
	(850213) Generating sets, diesel, output > 375 kVA, \$87805-173310	PK 39.5	IT 12.3	GB 11.3	145.4
	(851230) Sound signalling equipment, \$0-8	US 114.4	DE 5.3	MY .8	123.6
	(854020) Television camera tubes and other photo-cathode tubes, \$197-2008	US 76.4	GR 17	GB 7.8	112.8
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7

Catalogue of Diversification Opportunities 2022

	(871140) Motorcycles, spark ignition engine of 500-800 cc, \$6951-13487	US 46.9	DE 42.9	CA 15.8	164.9
	(870323) Automobiles, spark ignition engine of 1500-3000 cc, \$0-9948	ZA 138			138.0
	(870600) Motor vehicle chassis fitted with engine, \$0-2299	CA 27.4	PL 9.3	HU 4.7	51.1
	(871610) Trailers for housing or camping, \$0-1984	IT 4.3	HU 4.1	CL .5	10.7
Optical, photo, technical, medical, etc apparatus	(901380) Optical devices, appliances and instruments, nes, \$0-10	HK 677.7	US 11	MY 7.6	698.3
	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(901310) Telescopes for arms/other equipment, periscopes, \$0-148	US 122.8	CA 6.7	AU 3	138.0
	(901600) Balances of a sensitivity of 50 milligram or better, \$185-393	US 52.7	FR 5.4	JP 5.1	75.1
	(901811) Electro-cardiographs, \$16-1100	CH 29.2	IN 7.9	US 4.7	63.9
Furniture, lighting, signs, prefabricated buildings	(940110) Seats, aircraft, \$631-15080	US 446.8	FR 115.9	DE 98.7	982.5
	(940120) Seats, motor vehicles, \$331-737	BR 17.7	AU 15.4	CN 9.5	52.3
	(940560) Illuminated signs, illuminated nameplates etc, \$100-125	CH 6.8	SE 1.4	DE 1.4	14.0
	(940591) Lamp and lighting fitting parts of glass, \$124-336	DE .9	FI .9	JP .9	4.2
	(940410) Mattress supports, \$23-65	GR .9	BE .2	HK .2	2.2

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	
Meat and edible meat offal	(020641) Swine livers, frozen, \$0-0	CN 3.4	RO .7	UA .7	8.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
Dairy products, eggs, honey, edible animal product nes	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2
	(040610) Fresh cheese, unfermented whey cheese, curd, \$6-10	AE 11.5	NZ 7.3	US 6.4	51.0
	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
Edible fruit, nuts, peel of citrus fruit, melons	(080120) Brazil nuts, fresh or dried, \$6-12	CA 9	CH 1.9	DE 1.8	24.7
Milling products, malt, starches, inulin, wheat gluten	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110811) Wheat, starch, \$0-1	FI 13.5	GB 3.7	US 2.8	30.6
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$0-12	DO 22.4	DE 15.9	IN 3.7	75.5

Catalogue of Diversification Opportunities 2022

	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
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
	(150600) Animal fats,oils,fractions not chemically modified ne, \$0-37	CA 8.5	KR 2.5	PH .8	15.4
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$3-7	KR 2.8	MA 1.4	CN 1.1	8.8
	(151911) Stearic acid, \$2-4	HU .7	BG .4	EG .3	2.4
Meat, fish and seafood food preparations nes	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
Sugars and sugar confectionery	(170199) Refined sugar, in solid form, nes, pure sucrose, \$6-25	SA .8	FR .7	IN .7	3.8
	(170210) Lactose and lactose syrup, \$11-15	QA .1	CL .1	MY .1	0.3
Vegetable, fruit, nut, etc food preparations	(200960) Grape juice or must not fermented or spirited, \$61-79	CN .1	LK 0	FI 0	0.1
Miscellaneous edible preparations	(210310) Soya sauce, \$4-8	FR 4.4	ES .6	GB .5	8.8
	(210330) Mustard flour or meal and prepared mustard, \$4-7	US 2.9	JP 1.3	GR .7	8.2
	(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9

Catalogue of Diversification Opportunities 2022

	(210230) Baking powders, prepared, \$5-10	EC .2	BW .1	EG .1	1.1
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

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Basic statistics

Current diversification (number of products)	320	Potential new products more complex (percentage)	69
Potential new products	2,844	Export opportunity in more complex products (percentage)	25
Potential new products more complex than the country's average	1,955	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	9
Electrical, electronic equipment	9
Machinery & mech appliance etc	8
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	5
Vehicles other than railway, tramway	5
Paper & paperboard, articles of pulp, paper and board	5
Organic chemicals	5
Articles of apparel, accessories, knit or crochet	3
Articles of iron or steel	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	16
France	7
China	5
Germany	5
Thailand	4
United Kingdom	4
Netherlands	4
Rep. of Korea	3
Italy	3
Japan	3
India	3
Others	27

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	18
Northern Europe	7
Eastern 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
Cereal, flour, starch, milk preparations and products	20
Cocoa and cocoa preparations	13

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	12
Animal,vegetable fats and oils, cleavage products, etc	9
Dairy products, eggs, honey, edible animal product nes	7
Miscellaneous edible preparations	7
Tobacco and manufactured tobacco substitutes	7
Edible fruit, nuts, peel of citrus fruit, melons	6
Sugars and sugar confectionery	4
Milling products, malt, starches, inulin, wheat gluten	3
Residues, wastes of food industry, animal fodder	3
Edible vegetables and certain roots and tubers	2
Meat, fish and seafood food preparations nes	2
Lac, gums, resins, vegetable saps and extracts nes	2
Sum of others with smaller share	2

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

By countries

Country	Percent
USA	20
France	6
Japan	5
China	5

By regions

Region	Percent
Asia	30
Northern America	22
Western Europe	17
Northern Europe	12

Catalogue of Diversification Opportunities 2022

United Kingdom	5	Eastern Europe	7
Netherlands	4	Southern Europe	4
Germany	4	Sub-Saharan Africa	3
Russian Federation	3		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2

Catalogue of Diversification Opportunities 2022

	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6

Catalogue of Diversification Opportunities 2022

Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5

Catalogue of Diversification Opportunities 2022

	(848340) Gearing, ball screws, speed changers, torque converters, \$29-846	CN 477.1	AR 61.4	AU 43.2	642.7
	(841360) Rotary positive displacement pumps, \$0-112	CN 190.7	US 153.2	DE 92.2	608.7
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
	(851822) Multiple loudspeakers, mounted in single enclosure, \$63-329	AU 174	DE 103.2	RU 83.5	852.4
Vehicles other than railway, tramway	(870322) Automobiles, spark ignition engine of 1000-1500 cc, \$7684-16089	SA 3709.9	DE 2176.8	FR 1510.6	13508.9
	(871690) Trailer/non-mechanically propelled vehicle parts, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(870821) Safety seat belts for motor vehicles, \$13-56	ES 56.8	GB 52.6	BR 28.6	216.3
	(871491) Bicycle frames and forks, and parts thereof, \$0-11	KH 47.6	FR 40.5	LK 10.7	174.2
	(870919) Work trucks except electrically powered, \$432-20329	NL 149.9	US 4	DE 1.6	163.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Dairy products, eggs, honey, edible animal products	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-0	IT 35.4	IE 24.8	PH 4.7	79.9
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
Edible vegetables and certain roots and tubers	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0

Catalogue of Diversification Opportunities 2022

	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(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	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
	(081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12	CA 1.9	GB 1.1	NL 1	9.8
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110220) Maize (corn) flour, \$0-1	PE 10	CL 3.2	GB 2	32.3
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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(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
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
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
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4

Catalogue of Diversification Opportunities 2022

	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(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	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Somalia

Basic statistics

Current diversification (number of products)	515	Potential new products more complex (percentage)	64
Potential new products	2,990	Export opportunity in more complex products (percentage)	25
Potential new products more complex than the country's average	1,915	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
Machinery & mech appliance etc	11
Plastics and articles thereof	10
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Iron and steel	4
Wood and articles of wood, wood charcoal	3
Organic chemicals	3
Articles of iron or steel	3
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	44

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

By countries

Country	Percent
USA	17
France	7
Germany	5
Thailand	5
China	4
United Kingdom	4
Netherlands	3
Italy	3
Japan	3
Russian Federation	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	19
Eastern Europe	8
Northern Europe	6
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	19
Dairy products, eggs, honey, edible animal product nes	18

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	10
Cereal, flour, starch, milk preparations and products	10
Animal,vegetable fats and oils, cleavage products, etc	10
Vegetable, fruit, nut, etc food preparations	8
Edible vegetables and certain roots and tubers	5
Miscellaneous edible preparations	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Meat, fish and seafood food preparations nes	3
Products of animal origin, nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	1
Sugars and sugar confectionery	1
Live trees, plants, bulbs, roots, cut flowers etc	1
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	11
United Kingdom	7
Netherlands	6
France	5

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	13
Northern Europe	11

Catalogue of Diversification Opportunities 2022

Germany	5	Eastern Europe	8
China	5	Southern Europe	6
China, Hong Kong SAR	4		
Russian Federation	4		
Japan	4		
United Arab Emirates	4		
Italy	3		
Philippines	3		
Others	25		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
Organic chemicals	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(290711) Phenol (hydroxybenzene), salts, \$1-17	NL 228.3	PL 14.8	FR 12.4	312.2
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(441119) Fibreboard >0.8 g/cm ² worked/surface covered, \$0-1	VN 29.8	GB 26	NL 22.7	275.0

Catalogue of Diversification Opportunities 2022

	(441010) Particle board of wood, \$0-1	NL 76.3	TJ 28.4	PE 20.2	251.2
	(441520) Wooden pallets, box pallets and load boards, \$0-7	AT 111.4	BE 26	RO 17.5	233.1
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
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

Catalogue of Diversification Opportunities 2022

	(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
	(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	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$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
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(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
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1

Catalogue of Diversification Opportunities 2022

Live trees, plants, bulbs, roots, cut flowers etc	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1	FR 287.4	BE 18.9	DE 16	396.3
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071339) Beans dried, shelled, nes, \$1-2	CA 15.5	US 10.9	GB 3	40.8
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds,fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151620) Veg fats, oils or fractions hydrogenated, esterified, \$0-1	RU 55.1	EG 50.2	IT 44	271.8
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
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/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7

Catalogue of Diversification Opportunities 2022

	(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 preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180500) Cocoa powder, unsweetened, \$2-6	US 63.9	CN 31.5	NL 16.6	223.3
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9

Catalogue of Diversification Opportunities 2022

	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
Miscellaneous edible preparations	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9

South Africa

Basic statistics

Current diversification (number of products)	17,925	Potential new products more complex (percentage)	84
Potential new products	769	Export opportunity in more complex products (percentage)	74
Potential new products more complex than the country's average	648	Import replacement opportunity in more complex products (percentage)	87

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Pharmaceutical products	18
Organic chemicals	18
Machinery & mech appliance etc	17
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	5
Mineral fuels, oils, distillation products, etc	4
Iron and steel	3
Railway, tramway locomotives, rolling stock, equipment	2
Miscellaneous chemical products	2
Plastics and articles thereof	2
Sum of others with smaller share	19

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

By countries

Country	Percent
USA	16
China	10
Italy	8
France	6
Germany	5
Netherlands	5
Singapore	4
Australia	3
India	3
Japan	3
Others	23

By regions

Region	Percent
Asia	30
Western Europe	19
Northern America	17
Southern Europe	12
Northern Europe	8
Eastern Europe	5
Oceania	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
Residues, wastes of food industry, animal fodder	30
Meat and edible meat offal	18
Fish, crustaceans, molluscs, aquatic invertebrates nes	14

Catalogue of Diversification Opportunities 2022

Products of animal origin, nes	8
Animal,vegetable fats and oils, cleavage products, etc	8
Milling products, malt, starches, inulin, wheat gluten	6
Dairy products, eggs, honey, edible animal product nes	4
Edible fruit, nuts, peel of citrus fruit, melons	4
Sugars and sugar confectionery	3
Meat, fish and seafood food preparations nes	2
Vegetable plaiting materials, vegetable products nes	2

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

By countries

Country	Percent
Spain	14
China	14
Thailand	7
Netherlands	7
France	6
China, Hong Kong SAR	5
Japan	4
Rep. of Korea	4
Denmark	3

By regions

Region	Percent
Asia	40
Southern Europe	20
Western Europe	19
Northern Europe	9
Eastern Europe	4
Northern America	3

Germany	3
USA	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	
Mineral fuels, oils, distillation products, etc	(271312) Petroleum coke, calcined, \$0-0	AU 229.7	IN 172.9	NO 128.5	792.3
	(271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0	BE 188.5	HU 30.8	CZ 17.3	259.9
	(270810) Pitch, \$0-1	US 89.1	BR 19.9	AU 14.4	167.7
	(271500) Bituminous mix, mastic from asphalt, bitumen/tar/pitc, \$3-6	NL .9	UA .8	LT .6	6.0
	(271290) Mineral waxes nes, \$10-15	MZ 0	CG 0	NZ 0	0.1
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
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(293490) Heterocyclic compounds, nes, \$777-1397	DE 197	FR 100.5	JP 68.3	463.3
	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3

Catalogue of Diversification Opportunities 2022

	(293500) Sulphonamides in bulk, \$392-933	IE 69.8	JP 63.4	CN 42.4	295.5
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(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, \$1083-2699	CN 9.8	FR 2.3	GB 1.8	25.1
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(381519) Supported catalysts, except nickel or precious metal, \$15066+	FI 54	SA 17.9		71.9
	(381010) Metal pickling preps, solder and brazing flux, etc., \$105-302	FI 1.7	CN 1.1	SE 1.1	7.8
	(381220) Compound plasticisers for rubber or plastic, nes, \$7-15	IT .9	CA .3	DK .2	2.0
	(380690) Resin acids and derivs nes, rosin derivs nes, \$8-17	PL .3	SA .3	ES .2	1.9
Plastics and articles thereof	(391190) Polysulphides, polysulphones etc, nes in primary form, \$10-20	CN 104.1	SA 38	NL 28.2	200.3
	(390469) Fluoro-polymers nes in primary forms, \$14-33	US 33.1	CN 29.5	DK 4.2	87.6
	(390230) Propylene copolymers in primary forms, \$4-12	SG 37.6	DE 23.5	AZ 7.7	82.9
	(390920) Melamine resins, in primary forms, \$0-1	FR 36.4	BG 4.7	SE 3.4	59.3
	(390590) Vinyl polymers, halogenated olefins, primary form, ne, \$15-32	KR 22.2	DE 4.7	AU 2.6	39.3

Catalogue of Diversification Opportunities 2022

Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
	(722610) Flat rolled silicon-electrical steel, <600mm wide, \$1-2	FR 23.1	DE 19	AT 12.2	97.9
	(722830) Bar/rod, alloy steel nes,nfw hot rolled/drawn/extrude, \$3-6	CN 9.8	FR 5.3	TR 4.3	40.1
	(722220) Stainless steel bar nfw than cold formed/cold finishe, \$16-21	CH 10.2	FR 9	BR 4.4	34.2
	(722692) Cold rolled alloy-steel nes nfw, <600mm wide, \$0-1	FR 17.5	PK 2.8	HU 1.7	32.5
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
	(841981) Commercial equipment, hot drinks/cooking/heating food, \$2484-5758	CN 111.7	US 52.1	PH 12.1	195.5
	(842691) Cranes designed for mounting on road vehicles, \$8893-35478	PL 20.7	RU 20.6	FR 17.9	170.7
	(847780) rubber or plastic working machines, nes, \$20232-49986	IT 53.3	PL 43.5	HU 32	170.2
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(850213) Generating sets, diesel, output > 375 kVA, \$87805-173310	PK 39.5	IT 12.3	GB 11.3	145.4
	(854020) Television camera tubes and other photo-cathode tubes, \$197-2008	US 76.4	GR 17	GB 7.8	112.8

Catalogue of Diversification Opportunities 2022

	(850790) Parts of electric accumulators, including separators, \$42-96	CN 25.1	HK 17.6	FR 7.9	70.4
Railway, tramway locomotives, rolling stock, equipment	(860310) Self-propelled railway cars, external electric power, \$8067868-1.22e+07	DE 337.9	AU 133.7	SE 46.6	643.9
	(860400) Railway maintenance-of-way service vehicles, \$4607-237187	KE 9.3	CN 6.1	GB 3.1	35.9
	(860110) Rail locomotives, externally electrically powered, \$0-2700	IE .1	MY .1	CL 0	0.2
Optical, photo, technical, medical, etc apparatus	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902810) Gas supply/production/calibration meters, \$0-48	GB 51.9	US 24.2	IN 8.8	122.3
	(900120) Sheets/plates of polarising material, \$29-233	JP 83.3	GB .9	TH .9	87.4
	(902121) Artificial teeth, \$649-1493	CN 19.1	AU 12.2	FR 9.8	75.4
	(900110) Optical fibres, except for telecommunications, \$389-893	CN 53.7	FR 7.5	IT 3.5	75.1

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	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(020900) Pig and poultry fat, unrendered, \$0-0	CZ 4.9	SK 4.5	GB 4.2	30.4

Catalogue of Diversification Opportunities 2022

	(020621) Bovine tongues, frozen, \$2-5	HK 22.8	ID 1.4	NL 1	28.5
	(020500) Horse, ass, mule, hinny meat, fresh, chilled or froze, \$2-8	JP 14.5	PL .3	SE .3	15.2
	(020731) Fatty livers (geese, ducks) domestic fresh or chilled, \$15-40	BE 3.9	ES 1.2	DE .7	7.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030250) Cod, fresh or chilled, whole, \$5-12	NL 32.3	PT 18.7	DK 11.3	78.7
	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
	(030263) Coalfish, fresh or chilled, whole, \$0-1	DK 8.1	PL 3.3	DE .5	12.9
	(030222) Plaice, fresh or chilled, whole, \$3-7	GB .6	FR .3	BE .2	1.1
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 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
	(040819) Egg yolks except dried, \$2-4	NL 1.8	JP 1.6	TH 1.1	8.0
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
	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$5-9	SE .4	DK .1	HU .1	0.6
Edible vegetables and certain roots and tubers	(070970) Spinach fresh or chilled, \$5-11	DK .8	DO .3	HK .2	2.3

Catalogue of Diversification Opportunities 2022

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
Cereals	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
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 nes, \$15-56	KR 28.8	UA 4.9	FR 3.4	45.9
	(152200) Degras, residues from treatment animal & veg waxes, \$0-1	FR 19.1	ES 11.4	US 1.7	34.5
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$18-62	NO .6	LT .2	JP .1	1.4
Meat, fish and seafood food preparations nes	(160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115	IL 3.5	NL 2.9	UA 2.8	23.3
Sugars and sugar confectionery	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
	(170220) Maple sugar and maple syrup, \$10-21	IT 1	NL .5	ID .1	2.2
Residues, wastes of food industry, animal fodder	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8

South Georgia and the South Sandwich Islands

Basic statistics

Current diversification (number of products)	57	Potential new products more complex (percentage)	44
Potential new products	1,196	Export opportunity in more complex products (percentage)	9
Potential new products more complex than the country's average	525	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
Electrical, electronic equipment	13
Machinery & mech appliance etc	12
Plastics and articles thereof	11
Optical, photo, technical, medical, etc apparatus	6
Pearls, precious stones, metals, coins, etc	4
Articles of apparel, accessories, knit or crochet	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of apparel, accessories, not knit or crochet	3
Articles of iron or steel	3
Other made textile articles, sets, worn clothing etc	2
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	12
France	9
China	7
Germany	6
United Kingdom	4
Netherlands	4
Japan	3
India	3
Rep. of Korea	3
Italy	3
Poland	3
Thailand	3
Others	27

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	14
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
Cereal, flour, starch, milk preparations and products	22

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Edible vegetables and certain roots and tubers	21
Live trees, plants, bulbs, roots, cut flowers etc	13
Animal,vegetable fats and oils, cleavage products, etc	12
Vegetable, fruit, nut, etc food preparations	9
Dairy products, eggs, honey, edible animal product nes	5
Lac, gums, resins, vegetable saps and extracts nes	4
Coffee, tea, mate and spices	3
Milling products, malt, starches, inulin, wheat gluten	3
Sugars and sugar confectionery	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Miscellaneous edible preparations	2
Edible fruit, nuts, peel of citrus fruit, melons	1
Beverages, spirits and vinegar	1

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

By countries

Country	Percent
USA	12
United Kingdom	10
Netherlands	10
Germany	8

By regions

Region	Percent
Western Europe	28
Asia	27
Northern America	16
Northern Europe	13

Catalogue of Diversification Opportunities 2022

China	6	Eastern Europe	8
France	5	Southern Europe	4
Singapore	4	Sub-Saharan Africa	3
Canada	4		
Thailand	3		
Poland	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	
Plastics and articles thereof	(390210) Polypropylene in primary forms, \$0-1	EG 323.9	ID 309.6	CN 224.9	1715.2
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390690) Acrylic polymers nes, in primary forms, \$1-5	RU 119.4	TH 72	SA 61.4	691.6
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390799) Polyesters nes, in primary forms, \$2-6	NL 182.1	TH 70.8	MY 26.2	504.0
Paper & paperboard, articles of pulp, paper and board	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1

Catalogue of Diversification Opportunities 2022

	(480300) Paper, household, sanitary, width > 36 centimetres, \$1-4	KE 38.3	TH 35.9	DE 24.8	345.4
	(481950) Containers, packing, nes of paper, \$2-11	IT 133.4	CA 47.9	ID 23.4	319.6
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$0-2	FR 71.3	BE 60.9	GB 50.8	316.8
	(481121) Paper, self-adhesive except labels, \$0-2	FR 118.3	NL 15	TR 14.1	298.0
Articles of apparel, accessories, knit or crochet	(610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39	FR 152.3	JP 127.8	ES 99.3	589.3
	(610821) Womens, girls briefs or panties, of cotton, knit, \$1-5	FR 147.6	US 95.4	CA 28.1	371.3
	(610510) Mens, boys shirts, of cotton, knit, \$0-7	KR 55.3	AT 40.6	RU 38.5	248.4
	(610130) Mens, boys overcoats, etc, of manmade fibres, knit, \$16-41	JP 94.3	FR 57.2	NL 14.9	246.5
	(610462) Womens, girls trousers & shorts, of cotton, knit, \$0-4	ES 36.8	PL 30.2	RU 28.6	216.0
Articles of apparel, accessories, not knit or crochet	(620292) Womens, girls anoraks etc of cotton, not knit, \$14-51	FR 76.2	JP 46.9	US 42.1	316.7
	(620463) Womens, girls trousers, shorts, synth fibres, not kni, \$0-9	US 65.8	RU 65.5	IT 27.3	248.9
	(621290) Corsets, braces and parts thereof, \$28-85	US 81.6	LK 35.7	TH 35.3	195.6
	(621111) Mens, boys swimwear, not knit, \$6-22	FR 27.2	IT 24.2	JP 16.6	136.7
	(621112) Womens, girls swimwear, not knit, \$6-23	FR 46.4	DE 14.1	ES 8.6	110.9

Catalogue of Diversification Opportunities 2022

Other made textile articles, sets, worn clothing etc	(630231) Bed linen, of cotton, nes, \$7-22	US 312.5	DE 22.1	DK 19.1	453.2
	(630531) Sacks & bags, packing, polyethylene or polypropylene, \$0-2	FR 93	NL 74.9	GB 74.2	435.6
	(630222) Bed linen, of manmade fibres, printed, not knit, \$6-16	US 240.8	KR 2.5	NZ 1.2	251.9
	(630130) Blankets (non-electric) and travelling rugs, of cotto, \$8-25	US 198.6	ES 3.4	AE 1.9	214.4
	(630531) Sacks & bags, packing, polyethylene or polypropylene, \$2-6	JP 37.5	US 32.5	PH 22	209.8
Pearls, precious stones, metals, coins, etc	(711319) Jewellery and parts of precious metal except silver, \$0-2099	CN 2053.8	KZ 30.8	AW 26.2	2183.0
	(711311) Jewellery and parts, silver, including plated silver, \$514-2422	HK 169.8	TH 81.1	GB 51.1	514.4
	(711590) Articles of, or clad with, precious metal nes, \$55-1121	MY 123.9	HK 7.2	KR 5.9	173.9
Articles of iron or steel	(732599) Cast articles of iron or steel, nes, \$2-22	US 179.1	PL 61.8	IT 40.5	473.3
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730459) Alloy steel pipe or tubing, except cold rolled, \$2-10	KR 84.3	ID 33.1	US 25.5	254.0
	(731010) Tank, cask or container, iron/steel, capacity 50-300l, \$2-12	CN 44.6	GB 20.3	TH 12.9	159.8
	(732620) Articles of iron or steel wire, nes, \$2-19	CN 24.6	IT 18.4	SG 15.6	146.4
Machinery & mech appliance etc	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

Catalogue of Diversification Opportunities 2022

	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
	(848350) Flywheels and pulleys including pulley blocks, \$0-11	US 578.1	CN 3.9	UZ 2.1	590.7
	(841990) Parts, laboratory/industrial heating/cooling machiner, \$14-77	BN 83.5	US 76.5	TH 57.3	457.2
Electrical, electronic equipment	(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
	(854211) Monolithic integrated circuits, digital, \$87-590	US 933.9	PE 17.1	AR 12.2	973.5
	(851629) Electric space heating nes and soil heating apparatus, \$36-182	JP 359.9	FR 251.9	US 53.2	782.7
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Optical, photo, technical, medical, etc apparatus	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(902290) Parts and accessories for radiation apparatus, \$0-93	FR 299.5	GB 75.5	DE 64.1	593.5
	(900319) Frames & mountings for spectacles etc, except plastic, \$16-44	FR 232.8	TH 56.2	GB 29.4	469.9

Catalogue of Diversification Opportunities 2022

	(901910) Massage and psychological aptitude-test apparatus, \$0-14	FR 182.4	KR 62.9	DE 31.5	461.8
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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	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots), nes, \$1-16	NL 261	CH 92.5	DE 91.7	764.3
	(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	(070310) Onions and shallots, fresh or chilled, \$0-1	GB 75	NL 60.7	DE 56.6	694.7
	(070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4	US 67.8	GB 54.2	DE 46.7	374.9
	(071290) Vegetables nes & mixtures, dried, not further prepare, \$2-9	CA 52.8	IT 13.8	DE 11.5	113.4
	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
	(070990) Vegetables, fresh or chilled nes, \$4-9	GB 15.6	FR 7.5	FI 4.9	41.5
Edible fruit, nuts, peel of citrus fruit, melons	(081340) Fruits, dried nes, \$3-14	NL 8.4	DE 6.7	RU 5.4	49.3
Coffee, tea, mate and spices	(091091) Mixtures of spices, \$3-10	DE 20.3	MY 18.6	AE 11.2	95.7

Catalogue of Diversification Opportunities 2022

	(090411) Pepper of the genus Piper, whole, \$3-14	VN 19	PH 16.6	EG 10.4	63.1
Milling products, malt, starches, inulin, wheat gluten	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(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
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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151519) Linseed oil,fractions, refined not chemically modifie, \$1-8	FR 1.6	DE .6	BN .5	4.9
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
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
	(190230) Pasta except uncooked or stuffed, \$1-3	CA 33.7	NL 33.4	CN 33	357.0
	(190590) Communion wafers, rice paper, bakers wares nes, \$5-10	FR 48.5	CA 14.2	HK 7.7	118.6

Catalogue of Diversification Opportunities 2022

	(190490) Cereals, except maize grain, prepared nes, \$1-5	US 26.2	DE 14	IE 6.6	104.3
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
	(200799) Jams, fruit jellies, purees and pastes, except citrus, \$1-4	US 18.7	CA 13	ZA 12.7	109.8
	(200799) Jams, fruit jellies, purees and pastes, except citrus, \$0-1	FR 51.7	ES 17.6	GB 10.5	109.6
	(200590) Veg nes, mixes, prepared/preserved, not frozen/vinega, \$4-8	FR 33.8	US 10.8	JP 5	66.7
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Miscellaneous edible preparations	(210320) Tomato ketchup and other tomato sauces, \$1-2	NO 12.9	SA 11.4	BW 9.4	125.1
Beverages, spirits and vinegar	(220900) Vinegar and substitutes for vinegar from acetic acid, \$1-2	CA 19.7	US 14.9	RU 7.1	72.2

South Sudan

Basic statistics

Current diversification (number of products)	307	Potential new products more complex (percentage)	64
Potential new products	2,878	Export opportunity in more complex products (percentage)	24
Potential new products more complex than the country's average	1,843	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
Electrical, electronic equipment	10
Machinery & mech appliance etc	10
Plastics and articles thereof	10
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Iron and steel	3
Articles of apparel, accessories, knit or crochet	3
Vehicles other than railway, tramway	2
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	16
France	7
China	6
Thailand	5
Germany	5
United Kingdom	4
Russian Federation	3
Japan	3
Rep. of Korea	3
Netherlands	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	19
Northern America	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	16
Cereals	12
Dairy products, eggs, honey, edible animal product nes	12

Catalogue of Diversification Opportunities 2022

Animal, vegetable fats and oils, cleavage products, etc	11
Cereal, flour, starch, milk preparations and products	10
Cocoa and cocoa preparations	7
Vegetable, fruit, nut, etc food preparations	6
Miscellaneous edible preparations	6
Meat, fish and seafood food preparations nes	5
Meat and edible meat offal	5
Edible vegetables and certain roots and tubers	3
Beverages, spirits and vinegar	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sugars and sugar confectionery	2
Sum of others with smaller share	2

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

By countries

Country	Percent
USA	12
Russian Federation	7
United Kingdom	6
Netherlands	5
France	5

By regions

Region	Percent
Asia	33
Western Europe	18
Northern America	13
Eastern Europe	12
Northern Europe	9

Catalogue of Diversification Opportunities 2022

Germany	5	Southern Europe	5
China	4		
Japan	3		
Viet Nam	3		
United Arab Emirates	3		
China, Hong Kong SAR	3		
Others	30		

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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(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
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5

Catalogue of Diversification Opportunities 2022

	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6

Catalogue of Diversification Opportunities 2022

	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2

Catalogue of Diversification Opportunities 2022

	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(851140) Starter motors, \$40-349	US 1191.8	CN 144	CA 143.6	1673.4
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
	(870870) Wheels including parts/accessories for motor vehicles, \$16-34	MY 50.6	CN 36	FI 12.4	149.8
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
Dairy products, eggs, honey, edible animal product nes	(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
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
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
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0

Catalogue of Diversification Opportunities 2022

	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151620) Veg fats, oils or fractions hydrogenated, esterified, \$0-1	RU 55.1	EG 50.2	IT 44	271.8
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
Meat, fish and seafood food preparations nes	(160100) Sausages, similar products of meat, meat offal & bloo, \$2-7	HU 86	RU 66.3	BE 57.8	516.3
	(160239) Fowl, duck, goose, offal, prepared, preserved not live, \$3-6	JP 140.7	NL 48.3	IE 39.7	480.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$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
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

Catalogue of Diversification Opportunities 2022

	(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
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4

Catalogue of Diversification Opportunities 2022

	(210410) Soups and broths and preparations thereof, \$2-6	US 41.3	IT 19.8	NE 17.5	193.6
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Spain

Basic statistics

Current diversification (number of products)	23,321	Potential new products more complex (percentage)	81
Potential new products	273	Export opportunity in more complex products (percentage)	64
Potential new products more complex than the country's average	222	Import replacement opportunity in more complex products (percentage)	45

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	35
Organic chemicals	15
Machinery & mech appliance etc	10
Electrical, electronic equipment	4
Inorganic chemicals, precious metal compound, isotopes	4
Pearls, precious stones, metals, coins, etc	4
Iron and steel	4
Plastics and articles thereof	3
Optical, photo, technical, medical, etc apparatus	3
Articles of iron or steel	2
Sum of others with smaller share	16

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

By countries

Country	Percent
Germany	32
China	13
United Kingdom	8
USA	5
Rep. of Korea	4
India	4
Brazil	3
France	3
Others	12

By regions

Region	Percent
Western Europe	42
Asia	28
Northern Europe	11
Northern America	5
Eastern Europe	4
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
Fish, crustaceans, molluscs, aquatic invertebrates nes	95
Live animals	4
Cereals	1

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

By countries

By regions

Catalogue of Diversification Opportunities 2022

Country	Percent	Region	Percent
Denmark	60	Northern Europe	64
Poland	24	Eastern Europe	24
Germany	4	Western Europe	6
United Kingdom	3		

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	
Ores, slag and ash	(261690) Precious metal ores and concentrates except silver, \$1814-4314	DE 863.7	GB 206.2	DK 0	1069.9
Inorganic chemicals, precious metal compound, isotopes	(280410) Hydrogen, \$0-0	US 57.9	BE 27.9	IE .7	87.0
	(282739) Chlorides of metals nes, \$496-816	IE 10.1	FI 0	KR 0	10.2
	(281129) Inorganic oxygen compounds of non-metals nes, \$88-394	CN 2.9	JP .8	IT .6	5.9
	(280450) Boron, tellurium, \$1140-2926	KR 1.6	CN 1.4	JP .3	3.4
	(284920) Silicon carbide, \$6-15	DE .6	FR .3	CZ .3	2.1
Organic chemicals	(291030) 1-chloro-2,3-epoxypropane(epichlorohy-drin), \$0-1	IN 81	KR 55.3	US 25.9	203.1
	(293229) Lactones, other than coumarins, \$126-301	BR 65	AT 3.2	GT 2.7	81.0

Catalogue of Diversification Opportunities 2022

	(293229) Lactones, other than coumarins, \$301-465	NL 13.8	FR 11.1	IE 7.2	50.6
	(290124) Buta-1, 3-diene and isoprene, \$1-3	CZ 31.7	GB 1.4	BE .9	34.2
	(291734) Orthophthalic acid esters, nes, \$0-1	BR 3	EG 1.9	HK 1.3	15.9
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$4-12	SG 37.6	DE 23.5	AZ 7.7	82.9
	(392111) Sheet etc, cellular of polymers of styrene, \$29-89	PH 3.4	ID 1.3	CN 1	7.5
	(392061) Sheet/film not cellular/reinf polycarbonates, \$43-63	MT .7	US .6	KZ .6	3.3
	(390330) Acrylonitrile-butadiene-styrene (ABS) copolymers, \$9-46	SG .5	LV .3	IT .2	1.6
	(390450) Vinylidene chloride polymers in primary forms, \$322-537	FI 0	AE 0	DE 0	0.0
Pearls, precious stones, metals, coins, etc	(711019) Platinum in semi-manufactured forms, \$31013-71353	DE 39.5	KR 37.7	US 13.4	110.2
	(711510) Catalysts (form of wire cloth or grill) of platinum, \$47-6650	FR 8.1	DK 3.2	GB 2.4	17.1
	(710410) Piezo-electric quartz, \$14566-29682	DE .1	RU 0	ES 0	0.2
Iron and steel	(721633) Sections, H, iron or non-alloy steel, nfw hot-roll/drawn/extruded > 80m, \$1-1	NG 10	CN 5.6	CD 3.2	33.7
	(721990) Rolled stainless steel sheet, width > 600mm, nes, \$36-127	EG 13.3	NG 6.4	FR 1.9	31.3
	(720890) Hot rolled iron or non-alloy steel, width >600mm, nes, \$16-107	EG 11.7	IT 1.9	CR .1	13.9

Catalogue of Diversification Opportunities 2022

	(721039) Flat rolled iron or non-alloy steel, electro plate/zinc,w >600mm, nes, \$1-2	MM 3.7	EG 2.8	KR 1.4	12.4
	(721733) Wire, iron or non-alloy steel, of base metal plated/coated nes, >0.6%C, \$10-30	CN 8.4	BR .2	ES .1	9.1
Articles of iron or steel	(730640) Pipes and tubing, stainless steel, welded, \$39-59	SG 7.7	SK 3.1	IE 3.1	21.8
	(730640) Pipes and tubing, stainless steel, welded, \$59-229	JP 4.4	US 3.8	FI 1	12.9
	(730441) Stainless steel pipe or tubing, cold rolled, \$111-362	IN 3.8	CH 1.8	AZ 1	9.6
	(730210) Railway/tramway rails, iron or steel, \$14-69	ID 5.9	BE 1.1	KW .1	7.8
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$13-21	KZ 2.9	AO 1.1	PH .8	7.6
Machinery & mech appliance etc	(847740) rubber or plastic vacuum moulders, thermoformers, \$887159-1620345	CN 148.1	HU 3.2	UA 1	153.2
	(846011) Num controlled surface grinders, accurate to 0.01mm, \$245766-552562	CN 33	GB 1.7	BR 1	40.0
	(845730) Multi-station transfer machines for working metal, \$398331-500455	CH 10.2	CN 9.7	PT 2.1	28.9
	(845590) Parts of metal rolling mills and rolls, \$71-162	IN 6.6	JP 2.3	BR 2.3	23.0
	(845521) Hot, or combination hot-cold metal rolling mills, \$0-448	ZA 9.9			9.9
Electrical, electronic equipment	(851531) Automatic electric plasma, other arc welding equipmen, \$22350-110176	CN 28.7	IN 10.9	SG 3.5	51.4

Catalogue of Diversification Opportunities 2022

	(853529) Automatic circuit breakers for voltage > 72.5 kV, \$126-168	KH 6	NL 5.6	DK .3	12.4
	(853229) Electric capacitors, fixed, nes, \$288-369	RO 3.1	FR 1	CN .9	7.6
	(854099) Parts of electronic valve & tubes, except cathode ray, \$941-2301	JP 2.3	IN 1.3	DE .9	7.3
	(853210) Fixed power capacitors (50/60 herz circuits), \$194-581	MY 2.1	FI .6	BR .4	5.6
Optical, photo, technical, medical, etc apparatus	(900290) Mounted lenses, prisms, mirrors, optical elements nes, \$1833-4151	CN 44.6	FR 3	CH 1.9	58.1
	(901090) Parts and accessories for photo laboratory equipment, \$477-1448	TN 9	KR 7.5	CN 3.7	21.2
	(901010) Equipment for automatic development of photo film, \$226-13138	KR 1.4	VN 1.2	CN 1.1	7.9
	(901790) Parts and accessories for drawing, etc instruments, \$426-1105	CN 2.2	JP 1.9	PL .5	5.7
	(900729) Cinematographic projectors for film of >16 mm width, \$0-122	GB 1.8	CD .3	SG .2	2.9

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	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5
Meat and edible meat offal	(020423) Sheep cuts, boneless, fresh or chilled, \$25-30	JP 0	KH 0	ME 0	0.0

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	(030263) Coalfish, fresh or chilled, whole, \$0-1	DK 8.1	PL 3.3	DE .5	12.9
	(030240) Herring, fresh or chilled, whole, \$15-17	UA 0	MU 0	CH 0	0.0
	(030741) Cuttle fish, squid, live, fresh or chilled, \$50-89	LC 0	HK 0	MV 0	0.0
	(030331) Halibut, frozen, whole, \$33-52	AU 0	BH 0	RO 0	0.0
Cereals	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$3-3	GE 0	MU 0	SA 0	0.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121300) Cereal straw & husks, unprepared, \$12-27	GB 0	ID 0	MY 0	0.0
	(120730) Castor oil seeds, \$8-21	AU 0	RO 0	SG 0	0.0

Sri Lanka

Basic statistics

Current diversification (number of products)	8,076	Potential new products more complex (percentage)	83
Potential new products	2,838	Export opportunity in more complex products (percentage)	51
Potential new products more complex than the country's average	2,361	Import replacement opportunity in more complex products (percentage)	50

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	13
Iron and steel	12
Machinery & mech appliance etc	12
Plastics and articles thereof	5
Optical, photo, technical, medical, etc apparatus	5
Vehicles other than railway, tramway	5
Electrical, electronic equipment	5
Meat and edible meat offal	3
Articles of iron or steel	3
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	34

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

By countries

Country	Percent
USA	11
China	10
France	7
Germany	5
Thailand	4
Russian Federation	3
Rep. of Korea	3
Italy	3
Spain	3
United Kingdom	3
Japan	3
Netherlands	3
India	3
Others	28

By regions

Region	Percent
Asia	38
Western Europe	20
Northern America	13
Northern Europe	7
Southern Europe	7
Eastern Europe	7
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	37
Dairy products, eggs, honey, edible animal product nes	10
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	10
Edible fruit, nuts, peel of citrus fruit, melons	8
Fish, crustaceans, molluscs, aquatic invertebrates nes	7
Animal,vegetable fats and oils, cleavage products, etc	6
Vegetable, fruit, nut, etc food preparations	6
Milling products, malt, starches, inulin, wheat gluten	4
Residues, wastes of food industry, animal fodder	3
Edible vegetables and certain roots and tubers	3
Meat, fish and seafood food preparations nes	2
Products of animal origin, nes	2
Sugars and sugar confectionery	1
Lac, gums, resins, vegetable saps and extracts nes	1
Sum of others with smaller share	1

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

By countries

Country	Percent
China	25
Germany	8
USA	7
China, Hong Kong SAR	5
United Kingdom	5
France	5
Netherlands	3
Japan	3
Canada	3
Others	19

By regions

Region	Percent
Asia	44
Western Europe	18
Northern Europe	12
Northern America	10
Eastern Europe	6
Southern Europe	5

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6

Catalogue of Diversification Opportunities 2022

	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
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
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(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
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

Catalogue of Diversification Opportunities 2022

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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(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
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
Articles of iron or steel	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7

Catalogue of Diversification Opportunities 2022

	(730210) Railway/tramway rails, iron or steel, \$0-4	SE 37.7	BY 34	IN 30	262.2
	(730441) Stainless steel pipe or tubing, cold rolled, \$0-8	RU 40.2	CN 39.6	IT 24.3	254.1
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(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
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(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
	(850710) Lead-acid electric accumulators (vehicle), \$76-126	GB 96	BE 39	SE 35.1	253.2
	(850161) AC generators, of an output < 75 kVA, \$180-2419	US 201.7	TR 4.8	NL 4.2	227.2
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2

Catalogue of Diversification Opportunities 2022

	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(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	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28	US 350.7	IN 8.8	HK 6.6	376.5

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6

Catalogue of Diversification Opportunities 2022

	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
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
	(030371) Sardines,brisling,sprats, frozen, whole, \$0-2	TH 48.4	CI 10.2	PH 9.4	120.4
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
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
	(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
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5

Catalogue of Diversification Opportunities 2022

	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
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
	(070420) Brussels sprouts, fresh or chilled, \$1-3	US 62.5	CA 5	DE 1.5	74.4
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(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	(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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080231) Walnuts in shell, fresh or dried, \$2-6	IT 30	IN 20.8	VN 14.5	99.5
	(080240) Chestnuts, fresh or dried, \$2-7	JP 17.7	ES 7.2	AT 2.2	35.7
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

Catalogue of Diversification Opportunities 2022

	(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	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130120) Gum arabic, \$2-8	US 13.2	JP 2.4	DE 1.6	26.1
	(130239) Mucilages and thickeners nes, \$0-6	FR 10.4	BR 2.5	TH 1.2	24.2
	(130212) Liquorice extract, \$7-20	IT 3.2	FI 1.9	DE 1.5	9.7
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

Catalogue of Diversification Opportunities 2022

	(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
	(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	(160100) Sausages, similar products of meat, meat offal & blood, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160290) Meat, meat offal and blood, prepared or preserved, nes, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
	(160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14	FR 11.1	KR 2.4	UA 2.1	22.4
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8

Catalogue of Diversification Opportunities 2022

	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-0	FR 342.6	GB 69.7	AU 58.3	827.9
	(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
	(200990) Mixtures of juices not fermented or spirited, \$8-24	DE 14.4	AF 6.6	AT 1.7	27.4
	(200880) Strawberries, otherwise prepared or preserved, \$1-5	DE 9.7	GB 3.5	CN 2.3	26.1
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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

State of Palestine

Basic statistics

Current diversification (number of products)	518	Potential new products more complex (percentage)	64
Potential new products	3,386	Export opportunity in more complex products (percentage)	24
Potential new products more complex than the country's average	2,171	Import replacement opportunity in more complex products (percentage)	29

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Plastics and articles thereof	10
Electrical, electronic equipment	8
Iron and steel	5
Paper & paperboard, articles of pulp, paper and board	4
Organic chemicals	4
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	4
Miscellaneous chemical products	3
Edible fruit, nuts, peel of citrus fruit, melons	2
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	15
France	7
Thailand	5
Germany	5
United Kingdom	4
China	4
Viet Nam	3
Netherlands	3
Rep. of Korea	3
Russian Federation	3
India	3
Japan	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
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

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	16
Meat and edible meat offal	10
Residues, wastes of food industry, animal fodder	8
Cereals	8
Cereal, flour, starch, milk preparations and products	8
Cocoa and cocoa preparations	5
Vegetable, fruit, nut, etc food preparations	4
Animal, vegetable fats and oils, cleavage products, etc	3
Edible vegetables and certain roots and tubers	3
Sugars and sugar confectionery	2
Meat, fish and seafood food preparations	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Miscellaneous edible preparations	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	13
China	7
United Kingdom	6

By regions

Region	Percent
Asia	35
Western Europe	16
Northern America	14

Catalogue of Diversification Opportunities 2022

Russian Federation	6	Northern Europe	11
Germany	5	Eastern Europe	10
France	4	Southern Europe	5
China, Hong Kong SAR	4	Oceania	3
Netherlands	4		
Viet Nam	3		
Rep. of Korea	3		
Japan	3		
Italy	3		
Denmark	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	
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6

Catalogue of Diversification Opportunities 2022

	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5

Catalogue of Diversification Opportunities 2022

	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(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
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4

Catalogue of Diversification Opportunities 2022

	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2

Catalogue of Diversification Opportunities 2022

	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902920) Speed indicators, tachometers, stroboscopes, \$119-141	GB 139.7	KR 68.9	AT 54.8	486.4
	(900211) Objective lenses for cameras, projectors, etc, \$222-712	VN 146.3	HK 124	DE 40.6	448.5

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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(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	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6

Catalogue of Diversification Opportunities 2022

	(040610) Fresh cheese, unfermented whey cheese, curd, \$0-3	GB 112.6	AT 90.5	RU 81.8	474.9
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
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
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(070420) Brussels sprouts, fresh or chilled, \$1-3	US 62.5	CA 5	DE 1.5	74.4
	(071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5

Catalogue of Diversification Opportunities 2022

	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
Animal, vegetable fats and oils, cleavage products, etc	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2	SE 12.1	FR 11.2	PH 7.1	64.0
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4

Catalogue of Diversification Opportunities 2022

Sugars and confectionery	sugar	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
		(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
		(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 preparations	cocoa	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
		(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
		(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
		(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
		(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products		(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

Catalogue of Diversification Opportunities 2022

	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
Miscellaneous edible preparations	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2

Catalogue of Diversification Opportunities 2022

	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2

Sudan

Basic statistics

Current diversification (number of products)	1,096	Potential new products more complex (percentage)	73
Potential new products	3,950	Export opportunity in more complex products (percentage)	37
Potential new products more complex than the country's average	2,896	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
Machinery & mech appliance etc	12
Electrical, electronic equipment	8
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Iron and steel	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Vehicles other than railway, tramway	3
Miscellaneous chemical products	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
France	7
China	6
Germany	5
Thailand	4
United Kingdom	4
India	3
Russian Federation	3
Japan	3
Rep. of Korea	3
Netherlands	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
Eastern Europe	8
Northern Europe	7
Southern 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
Dairy products, eggs, honey, edible animal products	19
Edible fruit, nuts, peel of citrus fruit, melons	13

Catalogue of Diversification Opportunities 2022

Cereals	11
Vegetable, fruit, nut, etc food preparations	7
Cereal, flour, starch, milk preparations and products	7
Meat and edible meat offal	7
Beverages, spirits and vinegar	6
Animal,vegetable fats and oils, cleavage products, etc	5
Cocoa and cocoa preparations	5
Live animals	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Meat, fish and seafood food preparations nes	2
Miscellaneous edible preparations	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	11
China	8
Germany	8
United Kingdom	7

By regions

Region	Percent
Asia	32
Western Europe	21
Northern America	12
Eastern Europe	11

Catalogue of Diversification Opportunities 2022

France	6	Northern Europe	11
Russian Federation	6	Southern Europe	5
Netherlands	4	South America	3
China, Hong Kong SAR	3		
Japan	3		
Spain	3		
Viet Nam	3		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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
	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0

Catalogue of Diversification Opportunities 2022

Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylenes, 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
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5

Catalogue of Diversification Opportunities 2022

	(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
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6

Catalogue of Diversification Opportunities 2022

	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plastic, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

	(871690) Trailer/non-mechanically propelled vehicles, nes, \$0-3	FR 141	TR 52.4	GB 49.5	442.1
Optical, photo, technical, medical, etc apparatus	(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
	(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

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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6

Catalogue of Diversification Opportunities 2022

	(020630) Swine edible offal, fresh or chilled, \$0-2	NL 30	SE 17.7	DE 6.5	73.3
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$0-3	GB 112.6	AT 90.5	RU 81.8	474.9
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5

Catalogue of Diversification Opportunities 2022

	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4

Catalogue of Diversification Opportunities 2022

	(151800) Processed animal, vegetable oils, industrial preps nes, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
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
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-0	GB 34.8	AE 27.1	NL 25.4	291.5
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6

Catalogue of Diversification Opportunities 2022

	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Suriname

Basic statistics

Current diversification (number of products)	1,539	Potential new products more complex (percentage)	79
Potential new products	3,934	Export opportunity in more complex products (percentage)	47
Potential new products more complex than the country's average	3,113	Import replacement opportunity in more complex products (percentage)	36

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	8
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Vehicles other than railway, tramway	5
Organic chemicals	4
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Miscellaneous chemical products	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	14
China	7
France	7
Germany	5
Thailand	4
United Kingdom	4
Netherlands	3
Rep. of Korea	3
Japan	3
Italy	3
India	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	20
Northern America	16
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Dairy products, eggs, honey, edible animal products	20
Meat and edible meat offal	17

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	13
Vegetable, fruit, nut, etc food preparations	8
Beverages, spirits and vinegar	7
Cereal, flour, starch, milk preparations and products	6
Cocoa and cocoa preparations	5
Animal,vegetable fats and oils, cleavage products, etc	4
Residues, wastes of food industry, animal fodder	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Sugars and sugar confectionery	2
Edible vegetables and certain roots and tubers	2
Cereals	2
Miscellaneous edible preparations	2
Sum of others with smaller share	6

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

By countries

Country	Percent
China	17
USA	9
United Kingdom	7
Russian Federation	6

By regions

Region	Percent
Asia	40
Western Europe	18
Northern Europe	11
Eastern Europe	10

Catalogue of Diversification Opportunities 2022

Germany	6	Northern America	10
France	5	Southern Europe	5
China, Hong Kong SAR	4		
Netherlands	4		
Others	22		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
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
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0

Catalogue of Diversification Opportunities 2022

	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8

Catalogue of Diversification Opportunities 2022

	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2

Catalogue of Diversification Opportunities 2022

Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866	SA 2774.6	FR 1101.6	DE 545.5	7194.8
	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
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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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
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
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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

Catalogue of Diversification Opportunities 2022

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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3	US 18.7	CH 15.5	SE 4.3	57.5
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$0-4	FR 3.7	NL 3.5	BE 1.9	14.9
Edible vegetables and certain roots and tubers	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(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
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1

Catalogue of Diversification Opportunities 2022

Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(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
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7

Catalogue of Diversification Opportunities 2022

	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220850) Gin and Geneva, \$0-7	FR 37.1	ZA 12.2	RU 11.9	82.2
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
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1

Sweden

Basic statistics

Current diversification (number of products)	20,420	Potential new products more complex (percentage)	76
Potential new products	435	Export opportunity in more complex products (percentage)	53
Potential new products more complex than the country's average	330	Import replacement opportunity in more complex products (percentage)	41

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	22
Pearls, precious stones, metals, coins, etc	21
Articles of iron or steel	14
Machinery & mech appliance etc	9
Rubber and articles thereof	6
Electrical, electronic equipment	5
Inorganic chemicals, precious metal compound, isotopes	4
Iron and steel	4
Plastics and articles thereof	3
Manmade staple fibres	2
Sum of others with smaller share	10

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

By countries

Country	Percent
United Kingdom	16
USA	8
China	6
Canada	6
France	6
Germany	5
India	4
Switzerland	4
Serbia	3
Italy	3
Others	23

By regions

Region	Percent
Asia	28
Northern Europe	18
Western Europe	18
Northern America	14
Southern Europe	8
Eastern Europe	8

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	34
Sugars and sugar confectionery	23
Meat and edible meat offal	20

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products nes	13
Miscellaneous edible preparations	9
Meat, fish and seafood food preparations nes	1

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

By countries

Country	Percent
France	27
Germany	16
Italy	11
Ireland	9
Egypt	8
USA	5
China	4
United Kingdom	3
Japan	3
Denmark	3
Others	3

By regions

Region	Percent
Western Europe	43
Northern Europe	16
Southern Europe	13
Asia	10
Northern Africa	8
Northern America	5

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	(280461) Silicon, >99.99% pure, \$4-91	DE 80.5	VN 11	US 4.8	102.3
	(284321) Silver nitrate, \$336-776	BE 32.5	CZ 19.5	SG 4.1	60.7
	(282520) Lithium oxide and hydroxide, \$0-12	NL 12.4	IN 12.3	FR 7.6	54.0
	(282550) Copper oxides and hydroxides, \$0-6	SE 16	NZ 6.4	FR 2.8	38.3
	(283524) Potassium phosphates, \$0-1	NL 4.8	MY 2.5	PL 1.9	28.0
Organic chemicals	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
	(294190) Antibiotics nes, in bulk, \$401-910	US 68.2	JP 27.1	IN 21.7	177.9
	(292159) Aromatic polyamines nes, derivatives, salts thereof, \$5-39	ID 34.8	KR 29.3	DE 28.2	162.1
	(292690) Nitrile-function compounds, nes, \$32-69	FR 32.6	DE 30	CN 26	146.2
	(290810) Halogen derivs of phenols or phenol-alcohols, & salts, \$0-6	CN 80.1	KR 21	IN 6	115.6
Plastics and articles thereof	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2

Catalogue of Diversification Opportunities 2022

	(390320) Styrene-acrylonitrile (SAN) copolymers, primary forms, \$0-1	HU 11.1	CZ 6.5	NG 4.5	32.9
	(392073) Sheet/film not cellular/reinf cellulose acetate, \$0-8	CN .2	US .2	KE .1	1.1
	(392530) Plastic shutters and blinds (including Venetian), \$499-583	TR .7	FI .3	PH 0	1.0
Rubber and articles thereof	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$0-2	BE 59.2	CN 51.8	US 43	208.0
	(400220) Butadiene rubber (BR), \$0-1	IN 70.3	VN 24.6	LU 14.6	156.8
	(400211) Styrene-butadiene rubber (SBR/XSBR) latex, \$0-1	FR 33.7	AT 14.5	SE 7	87.9
	(400270) Ethylene-propylene-non-conj diene rubber (EPDM), \$0-2	MY 25	PL 13.9	SK 7.6	84.5
	(401140) Pneumatic tyres new of rubber for motorcycles, \$55-99	US 5.6	BE 4.8	CZ 1.3	17.9
Manmade staple fibres	(551321) Woven plain >85% polyester + cotton, <170g/m2 dyed, \$0-6	KE 14.7	US 6.4	ID 4.9	46.0
	(550390) Synthetic staple fibres, not carded or combed nes, \$2-12	GB 10.8	CA 9.9	US 5.2	42.6
	(550969) Yarn of acrylic staple fibres, not retail, nes, \$5-14	VN 12.5	HK 7.3	MA .9	25.4
	(550912) Yarn >85% nylon, etc staple fibre, multiple, not retail, \$9-40	DE 6.6	US 3.1	IT 1.7	16.9
	(550911) Yarn >85% nylon, etc staple fibres, single, not retail, \$26-59	FR 11	CA 3.2	LK .7	16.4

Catalogue of Diversification Opportunities 2022

Pearls, precious stones, metals, coins, etc	(711029) Palladium in semi-manufactured forms, \$44611-104574	GB 1272.4	CH 320.2	CA 278.8	1947.6
	(711420) Gold, silversmith wares, base clad with precious meta, \$560-820	IN .7	CH .7	MT .1	1.6
	(710700) Base metals clad with silver, semi-manufactured, \$2619-4966	ET 1.2	MY .1	IT 0	1.3
Iron and steel	(721932) Cold rolled stainless steel, w >600mm, t 3.0-4.75mm, \$0-2	DE 73.7	ES 39.9	PL 31.7	208.5
	(721931) Cold rolled stainless steel, w >600mm, t >4.75mm, \$0-2	DE 27	PL 18.1	IT 13.7	75.7
	(720510) Granules of pig iron or spiegeleisen, \$0-0	DE 24.7	KR 2.7	ES 2.6	44.5
	(722710) Bar/rod, of high speed steel, irregular coils, \$14-32	CN 6.3	JM 2.1	GY .4	9.0
	(720521) Powders, alloy steel, \$23-55	DE 1.2	CH .9	FR .6	5.9
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
	(730449) Stainless steel pipe or tubing, except cold rolled, \$80-267	JP 1.7	UZ .9	RU .5	4.6
	(731450) Expanded metal, iron or non-alloy steel <3mm wire, <100cm mesh, \$23-36	CH 2.1	CN .3	GB .3	3.3
	(730120) Angles, shapes and sections, welded, iron or steel, \$35-47	LU 1	GB .5	US .5	2.9
	(730290) Rail/tramway construction material of iron/steels, \$13-30	IT .8	LA .4	ZM .2	2.0

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(844540) Textile yarn winding or reeling machines, \$2006-59309	IN 77.4	US 20.7	UZ 10.4	143.5
	(843840) Brewery machinery, \$307-18148	PH 54.3	US 17.9	MZ 8.9	101.0
	(844330) Flexographic printing machinery, \$187906-459303	TR 12.3	US 7.2	CZ 6	62.2
	(845891) Lathes nes numerically controlled for removing metal, \$129168-305019	NL 23	ES 7.5	GB 4.7	56.2
	(842619) Transporter or bridge cranes, \$50051-122078	AU 33.2	PH 5.3	UZ 4.3	55.8
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(851531) Automatic electric plasma, other arc welding equipmen, \$22350-110176	CN 28.7	IN 10.9	SG 3.5	51.4
	(853080) Electric signal, safety & traffic controls, nes, \$0-73	PK 9.6	PH 5.3	IN 4	23.3
	(851621) Electric storage heating radiators, \$0-25	MY 13.5	US 4	SE .8	19.7
	(852410) Recorded gramophone records, \$249-614	MN 7.6	UG 3.8	MZ 1.3	13.6

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	
Meat and edible meat offal	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$0-4	IT 8.9	GB 2.1	PT .8	16.5
	(021019) Swine meat, not salted/dried/smoked ham/shoulder/bell, \$71-137	DK 0	MV 0	ME 0	0.0
	(020722) Turkeys, domestic, whole, frozen, \$15-28	SG 0	MV 0		0.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030240) Herring, fresh or chilled, whole, \$15-17	UA 0	MU 0	CH 0	0.0
Dairy products, eggs, honey, edible animal product nes	(040490) Natural milk products nes, \$17-49	FR 9.3	JP .8	NG .2	10.7
Edible vegetables and certain roots and tubers	(070420) Brussels sprouts, fresh or chilled, \$24-49	QA .1	FI 0	LS 0	0.1
Edible fruit, nuts, peel of citrus fruit, melons	(080250) Pistachios, fresh or dried, \$19-36	FR 12	EG 6.7	DE 6.6	28.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121490) Other fodder and forage products, roots, etc., \$26-144	AU 0	NI 0	MV 0	0.0
Animal,vegetable fats and oils, cleavage products, etc	(151912) Oleic acid, \$5-10	RO .1	FR 0	RU 0	0.2
	(151521) Maize oil crude, \$5-7	SA 0	LV 0	NL 0	0.0
Meat, fish and seafood food preparations nes	(160242) Swine shoulders & cuts thereof, prepared or preserved, \$16-32	DK .4	SG .1	KR 0	0.5
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$10-17	SA 0	TG 0	ET 0	0.1
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8
Residues, wastes of food industry, animal fodder	(230310) Residues of starch manufacture and similar residues, \$39-65	AE 0	SK 0	GT 0	0.0

Switzerland

Basic statistics

Current diversification (number of products)	22,921	Potential new products more complex (percentage)	67
Potential new products	611	Export opportunity in more complex products (percentage)	10
Potential new products more complex than the country's average	407	Import replacement opportunity in more complex products (percentage)	40

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	19
Articles of iron or steel	13
Vehicles other than railway, tramway	13
Iron and steel	13
Machinery & mech appliance etc	7
Meat and edible meat offal	4
Aluminium and articles thereof	4
Paper & paperboard, articles of pulp, paper and board	3
Impregnated, coated or laminated textile fabric	2
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	19

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

By countries

Country	Percent
China	16
USA	9
France	8
Germany	6
Netherlands	4
Canada	4
India	3
Italy	3
Serbia	3
Others	25

By regions

Region	Percent
Asia	36
Western Europe	19
Northern America	12
Southern Europe	10
Eastern Europe	10
Northern 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
Meat and edible meat offal	44
Fish, crustaceans, molluscs, aquatic invertebrates nes	21
Animal,vegetable fats and oils, cleavage products, etc	10
Milling products, malt, starches, inulin, wheat gluten	7

Catalogue of Diversification Opportunities 2022

Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	6
Products of animal origin, nes	6
Dairy products, eggs, honey, edible animal product nes	5
Live trees, plants, bulbs, roots, cut flowers etc	1
Vegetable, fruit, nut, etc food preparations	1

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

By countries

Country	Percent
Netherlands	10
Germany	8
Spain	7
USA	6
France	5
China	5
Poland	5
United Kingdom	4
Canada	4
Japan	4
China, Hong Kong SAR	3
Italy	3

By regions

Region	Percent
Western Europe	27
Asia	27
Southern Europe	14
Northern America	10
Northern Europe	9
Eastern Europe	8

Catalogue of Diversification Opportunities 2022

Singapore	3
Others	21

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	
Meat and edible meat offal	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(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
	(021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14	US 9.1	DE 7.9	JP 5	42.6
	(020321) Swine carcasses and half carcasses, frozen, \$2-5	HK 16.6	DO 2.7	MO 2.4	27.6
Inorganic chemicals, precious metal compound, isotopes	(281810) Artificial corundum, \$0-1	FR 7.4	RU 5.7	TR 5.5	44.4
	(280470) Phosphorus, \$3-21	KR 28	CL 4.1	BE 1.1	35.4
	(282090) Manganese oxides other than manganese dioxide, \$0-0	RU 4.9	ES 3.1	NL 2.8	15.6
	(284990) Carbides except calcium and silicon, \$0-21	FR 3.4	TR 1.5	AE 1.4	14.4
	(280530) Rare-earth metals, scandium and yttrium, \$9-117	TH 4.8	KR 4.2	NL 2.5	12.5

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293791) Insulin, salts, in bulk, \$94608-254254	CN 876.8	FR 489.9	IN 5	1378.7
	(291030) 1-chloro-2,3-epoxypropane(epichlorohydrin), \$0-1	IN 81	KR 55.3	US 25.9	203.1
	(291735) Phthalic anhydride, \$0-1	NL 43.7	PL 13.2	ES 8.4	106.9
	(290329) Chlorinated derivatives, unsaturated acyclic hydrocarbon, \$2-39	ES 16.5	US 15.6	IT 7.3	48.5
	(290542) Pentaerythritol, \$1-2	IT 17.7	IN 7.2	CN 5.1	40.2
Paper & paperboard, articles of pulp, paper and board	(480441) Paper, kraft, 150-225 g/m2, unbleached, uncoated, \$0-2	CN 46.7	CA 35.9	DE 20	158.5
	(480522) Paper, multi-ply, one layer bleached, uncoated, \$0-2	IN 18.2	AE 12.4	KR 10	93.9
	(480920) Paper, self-copy, width > 36 cm, \$0-1	CO 6.4	PE 6	TR 5.5	56.9
	(480610) Paper, vegetable parchment, \$0-2	DE 23.3	FR 1.4	ID 1.3	31.4
	(480630) Paper, tracing, \$0-3	ES .9	CA .9	TH .3	5.2
Impregnated, coated or laminated textile fabric	(590220) Tyre cord fabric of polyester, \$3-10	US 29.1	BR 17.2	MY 10.6	116.3
	(590210) Tyre cord fabric of nylon, polyamides, \$0-5	LK 21.6	FR 21	ID 10.1	84.5
	(590800) Textile wicks, gas mantles, \$260-501	DE 1.3	JP 0	HR 0	1.4
	(590492) Floor covering (not linoleum) with other textile base, \$16-25	GB .1	LV 0	MY 0	0.2

Catalogue of Diversification Opportunities 2022

Iron and steel	(721932) Cold rolled stainless steel, w >600mm, t 3.0-4.75mm, \$0-2	DE 73.7	ES 39.9	PL 31.7	208.5
	(720219) Ferro-manganese, <2% carbon, \$1-2	CA 55.6	TR 55.6	RU 4.4	125.1
	(722840) Bar/rod nes, alloy steel nes, nfw forged, \$4-8	CN 70.7	KR 17.7	SG 7.4	107.8
	(720924) Cold rolled iron or non-alloy steel, coil, width >600mm, t <0.5mm, nes, \$0-0	ID 44.4	TH 29.5	FR 6.6	106.6
	(720299) Ferro-alloys, nes, \$1-4	BE 23.3	JP 19.2	US 17.7	89.9
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
	(730512) Pipe-line longitudinal nes welded steel, diameter>406m, \$0-2	PL 15.8	MY 14.2	GB 12.7	110.3
	(731581) Chain, stud link, iron or steel, \$0-2	AU 5.5	CL 4	JP 4	25.2
	(730210) Railway/tramway rails, iron or steel, \$14-69	ID 5.9	BE 1.1	KW .1	7.8
	(732181) Domestic iron/steel liquid/solid fuel appliances nes, \$0-29	DK 2.1	BE .8	ES .5	4.9
Aluminium and articles thereof	(760120) Aluminium unwrought, alloyed, \$2-3	US 354.5	FR 30.5	SA 6.3	415.2
	(760110) Aluminium unwrought, not alloyed, \$6-50	SE 4.6	TN 2.3	JP 1.1	10.1
	(760421) Profiles, hollow, aluminium, alloyed, \$21-28	IE .8	SG .7	NG .6	4.4
	(760810) Tubes and pipe, aluminium, not alloyed, \$53-78	CZ 2.3	FR .5	US .3	3.3
Machinery & mech appliance etc	(847730) Blow moulding machines for rubber or plastic, \$1011558-1725759	CN 119.9	IT 7.5	US 4.6	139.7

Catalogue of Diversification Opportunities 2022

	(848250) Bearings, cylindrical roller, nes, \$0-15	IN 49.3	BR 10.1	CN 8.5	74.7
	(840410) Auxiliary plant for steam/vapour generating boilers, \$0-8	KR 15.6	IN 13.4	GB 8.5	68.7
	(842619) Transporter or bridge cranes, \$50051-122078	AU 33.2	PH 5.3	UZ 4.3	55.8
	(845510) Tube mills, metal rolling, \$524-39505	US 20.8	PH 13.4	UA 7.9	48.9
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
	(870510) Mobile cranes, \$229543-522897	PL 22.9	ES 8.8	LU 6.4	69.5
	(870919) Work trucks except electrically powered, \$20329-50175	CA 28.8	IN 8.5	AU 6.6	51.5
	(870600) Motor vehicle chassis fitted with engine, \$0-2299	CA 27.4	PL 9.3	HU 4.7	51.1

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	(010290) Bovine animals, live, except pure-bred breeding, \$4067-6854	KW 2.6	AM 0	CZ 0	2.6
	(010519) Poultry, live except domestic fowls, < 185 grams, \$6-8	CA .3	EG .1	BR .1	0.5

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(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
	(021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14	US 9.1	DE 7.9	JP 5	42.6
	(020321) Swine carcasses and half carcasses, frozen, \$2-5	HK 16.6	DO 2.7	MO 2.4	27.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030191) Trout, live, \$3-12	FR 16.9	DE 3.7	IE 1	23.6
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
	(030222) Plaice, fresh or chilled, whole, \$3-7	GB .6	FR .3	BE .2	1.1
Dairy products, eggs, honey, edible animal product nes	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2
	(040811) Egg yolks dried, \$0-4	GB 3.1	RU 2.5	FR 1	8.6
	(040891) Eggs, bird, not in shell, dried, \$6-10	GB 1	IT .9	NL .8	4.7

Catalogue of Diversification Opportunities 2022

	(040120) Milk not concentrated nor sweetened 1-6% fat, \$2-3	EE .5	HU .5	BE .4	1.9
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
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$0-2	IT 1.5	GB 1.3	PL 1.1	5.6
	(060230) Rhododendrons and azaleas, \$5-9	SE .4	DK .1	HU .1	0.6
Edible vegetables and certain roots and tubers	(070910) Globe artichokes, fresh or chilled, \$0-2	UA 0			0.0
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(121291) Sugar beet, \$0-3	LV 1.5	HU 1.3	SI .9	4.4
Animal,vegetable fats and oils, cleavage products, etc	(151521) Maize oil crude, \$0-2	SG 21.9	TR 16.8	MY 8.8	70.3
	(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
	(151930) Industrial fatty alcohols, \$13-49	CO .1	DK 0	TG 0	0.4
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	(220590) Vermouth and other flavoured grape wines - pack > 2l, \$19-26	LK .1	TH .1	MY 0	0.2

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230630) Sunflower seed oil-cake and other solid residues, \$1-9	GB .3	LV .2	IT .1	0.6
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Syria

Basic statistics

Current diversification (number of products)	2,502	Potential new products more complex (percentage)	78
Potential new products	3,806	Export opportunity in more complex products (percentage)	42
Potential new products more complex than the country's average	2,966	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
Machinery & mech appliance etc	14
Plastics and articles thereof	8
Electrical, electronic equipment	8
Vehicles other than railway, tramway	6
Organic chemicals	6
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Miscellaneous chemical products	3
Articles of iron or steel	3
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	38

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

By countries

Country	Percent
USA	12
China	8
Germany	6
France	6
United Kingdom	4
Thailand	4
Netherlands	3
Russian Federation	3
Canada	3
Rep. of Korea	3
India	3
Japan	3
Italy	3
Others	29

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	15
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
Meat and edible meat offal	20
Cereals	12
Dairy products, eggs, honey, edible animal products nes	12
Beverages, spirits and vinegar	8
Cereal, flour, starch, milk preparations and products	7
Meat, fish and seafood food preparations nes	7
Edible fruit, nuts, peel of citrus fruit, melons	6
Animal, vegetable fats and oils, cleavage products, etc	5
Tobacco and manufactured tobacco substitutes	5
Vegetable, fruit, nut, etc food preparations	4
Edible vegetables and certain roots and tubers	2
Residues, wastes of food industry, animal fodder	2
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	2
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	6

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

By countries

Country	Percent
China	20
USA	12
Germany	5
United Kingdom	5
Japan	4
France	4
Netherlands	4
Viet Nam	3
Sri Lanka	3
Others	23

By regions

Region	Percent
Asia	47
Western Europe	16
Northern America	13
Northern Europe	10
Eastern Europe	4
Southern Europe	3

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2

Catalogue of Diversification Opportunities 2022

	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

Catalogue of Diversification Opportunities 2022

	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

Catalogue of Diversification Opportunities 2022

	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(852721) Radio receivers, external power,sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8

Catalogue of Diversification Opportunities 2022

	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020230) Bovine cuts boneless, frozen, \$3-8	CN 3223.8	KR 173.3	JP 158	4217.9
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(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

Catalogue of Diversification Opportunities 2022

	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal products nes	(040221) Milk and cream powder unsweetened < 1.5% fat, \$2-5	CN 448.9	LK 269.2	KW 79.3	1279.2
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-2	BE 139.1	CN 27	PT 9.8	223.2
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chilled, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
Edible fruit, nuts, peel of citrus fruit, melons	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5

Catalogue of Diversification Opportunities 2022

	(080940) Plums, sloes, fresh, \$0-2	CN 79.1	HK 77	KW 3.4	172.9
	(080930) Peaches, nectarines, fresh, \$1-2	RU 38.1	BY 36.6	KZ 22.4	168.4
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110311) Wheat meal, \$0-1	FR 10.4	US 1.7	GB 1.2	19.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3

Catalogue of Diversification Opportunities 2022

	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(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
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0

Catalogue of Diversification Opportunities 2022

	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(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

Catalogue of Diversification Opportunities 2022

	(230890) Vegetable wastes and residues for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Tajikistan

Basic statistics

Current diversification (number of products)	909	Potential new products more complex (percentage)	69
Potential new products	3,795	Export opportunity in more complex products (percentage)	33
Potential new products more complex than the country's average	2,633	Import replacement opportunity in more complex products (percentage)	32

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Plastics and articles thereof	8
Electrical, electronic equipment	7
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	5
Organic chemicals	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Pharmaceutical products	3
Miscellaneous chemical products	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
France	6
Thailand	5
China	5
Germany	5
United Kingdom	4
Netherlands	3
Rep. of Korea	3
India	3
Belgium	3
Russian Federation	3
Japan	3
Italy	3
Canada	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	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
Dairy products, eggs, honey, edible animal products	16
Vegetable, fruit, nut, etc food preparations	9
Cereal, flour, starch, milk preparations and products	9
Edible fruit, nuts, peel of citrus fruit, melons	8
Beverages, spirits and vinegar	8
Cocoa and cocoa preparations	7
Cereals	6
Animal, vegetable fats and oils, cleavage products, etc	6
Meat and edible meat offal	5
Meat, fish and seafood food preparations	5
Sugars and sugar confectionery	3
Miscellaneous edible preparations	3
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	3
Milling products, malt, starches, inulin, wheat gluten	2
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	10
United Kingdom	9
Germany	7
Russian Federation	7
France	6
Japan	5
Netherlands	5
China	4
United Arab Emirates	3
Others	26

By regions

Region	Percent
Asia	29
Western Europe	22
Northern Europe	15
Eastern Europe	12
Northern America	12
Southern Europe	6

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	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3

Catalogue of Diversification Opportunities 2022

	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2

Catalogue of Diversification Opportunities 2022

	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0

Catalogue of Diversification Opportunities 2022

	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(852721) Radio receivers, external power, sound reproduce/recor, \$74-238	US 150.3	FR 125	RU 93.9	570.8

Catalogue of Diversification Opportunities 2022

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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
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

Catalogue of Diversification Opportunities 2022

	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible fruit, nuts, peel of citrus fruit, melons	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080940) Plums, sloes, fresh, \$0-2	CN 79.1	HK 77	KW 3.4	172.9
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1

Catalogue of Diversification Opportunities 2022

	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(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
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(150990) Olive oil, fractions, refined, not chemically modifie, \$0-2	IT 75.8	PT 68.9	US 33.8	242.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1

Catalogue of Diversification Opportunities 2022

	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8

Catalogue of Diversification Opportunities 2022

	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
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
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinegar, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$0-1	FR 56.3	PT 28.4	BR 16.4	176.7
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9

Catalogue of Diversification Opportunities 2022

	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Thailand

Basic statistics

Current diversification (number of products)	17,318	Potential new products more complex (percentage)	89
Potential new products	697	Export opportunity in more complex products (percentage)	32
Potential new products more complex than the country's average	621	Import replacement opportunity in more complex products (percentage)	68

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	21
Pharmaceutical products	17
Iron and steel	13
Machinery & mech appliance etc	6
Arms and ammunition, parts and accessories thereof	6
Inorganic chemicals, precious metal compound, isotopes	5
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Plastics and articles thereof	3
Nickel and articles thereof	3
Meat and edible meat offal	3
Sum of others with smaller share	19

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

By countries

Country	Percent
USA	12
China	11
Italy	8
Thailand	7
Germany	6
Singapore	5
France	5
United Kingdom	4
Netherlands	4
Japan	3
Others	19

By regions

Region	Percent
Asia	37
Western Europe	20
Northern America	14
Southern Europe	11
Northern Europe	7
Eastern Europe	6

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	36
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	35
Live animals	18

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Cereals	2
Lac, gums, resins, vegetable saps and extracts nes	2
Dairy products, eggs, honey, edible animal product nes	1
Products of animal origin, nes	1

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

By countries

Country	Percent
Germany	35
USA	10
China, Hong Kong SAR	9
China	6
Italy	3
Poland	3
Austria	3
Spain	3
Others	11

By regions

Region	Percent
Western Europe	42
Asia	23
Eastern Europe	11
Northern America	11
Southern Europe	8
Northern Europe	5

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	
Meat and edible meat offal	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(020630) Swine edible offal, fresh or chilled, \$0-2	NL 30	SE 17.7	DE 6.5	73.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(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
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
	(282520) Lithium oxide and hydroxide, \$12-38	JP 402.5	KR 161.6	ES 3.5	581.8

Catalogue of Diversification Opportunities 2022

	(283691) Lithium carbonates, \$0-11	CN 80.3	NL 75.5	JP 40.3	222.0
	(283526) Calcium phosphates except hydrogen-orthophosphate, \$0-0	FR 23.8	SA 20.8	BR 14.4	132.6
	(283324) Nickel sulphates, \$3-7	JP 56.7	CA 17.9	MY 7.2	101.8
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
	(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
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
	(300190) Heparin, salts, for therapeutic use, \$2199-5337	SG 488.6	FR 95.3	US 54.2	684.6
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599	US 93.2	SE 36.9	CN 32.2	260.5

Catalogue of Diversification Opportunities 2022

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
	(391390) Polymers, natural or modified nes in primary forms ne, \$302-1078	US 44.5	SG 18.1	CH 8.5	88.6
	(392051) Sheet/film not cellular/reinf polymethyl methacrylate, \$10-21	CN 27.6	DK 5	FR 3	39.2
	(390791) Polyesters nes, unsaturated, in primary forms, \$6-12	US 8	IE 3.8	KR 3.7	29.7
	(391520) Polystyrene waste or scrap, \$0-1	ES 14.4	US 5.8	UA 2.6	27.6
Iron and steel	(720310) Ferrous products from direct reduction of iron ore, \$0-5	CN 307.1	UZ 76.7	AT 63.8	520.0
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
	(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
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$0-13	MY 252.7	IN 103.9	FR 78.2	528.7
	(750400) Nickel powders and flakes, \$0-21	CN 105.7	KR 56.3	US 20.2	210.8
	(750220) Nickel unwrought, alloyed, \$13-50	GB 63	US 34.8	IT 16	170.5
	(750300) Nickel waste or scrap, \$9-16	JP 42.8	US 27.8	DE 25.3	134.2

Catalogue of Diversification Opportunities 2022

	(750712) Tubes and pipe, nickel alloy, \$96-200	US 48.1	CN 28.5	SG 4.3	84.0
Machinery & mech appliance etc	(842240) Packing or wrapping machinery nes, \$66673-180950	CN 129.9	CA 54.7	AU 39.4	282.2
	(843311) Mowers, powered, lawn, with horizontal cutting device, \$829-1896	CA 177	US 31.2	SE 23.6	272.5
	(840690) Parts of steam and vapour turbines, \$231-531	GB 52.5	ZA 23.6	JP 22.9	164.0
	(846781) Chain saws, \$233-440	US 57	DE 34	GB 16.2	141.1
	(840310) Central heating boilers nes, \$327-3777	CA 51.1	US 19.3	UZ 19.3	133.4
Arms and ammunition, parts and accessories thereof	(930690) Munitions of war, ammunition/projectiles and parts, \$12-71	TH 2113.9	PH 55.8	AO 44.4	2419.3
	(930100) Military weapons, other than hand guns, swords, etc, \$277-5074	EE 28	LT 11.8	US 8.8	63.3
	(930390) Signal pistols, etc, humane killers, etc, \$51-909	TH 35.3	IN 3.7	AU 1.4	43.2
	(930330) Rifles, sporting, hunting or target-shooting, nes, \$390-976	BE 4.7	RU 4.6	NZ 4.4	40.7
	(930629) Air gun pellets, parts of shotgun cartridges, \$4-24	PH 8.2	ID 1.4	CG .7	13.3

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	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(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	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
	(030222) Plaice, fresh or chilled, whole, \$3-7	GB .6	FR .3	BE .2	1.1
	(030759) Octopus, frozen, dried, salted or in brine, \$43-70	BM .1	LB 0	DK 0	0.1
Dairy products, eggs, honey, edible animal product nes	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
	(040811) Egg yolks dried, \$4-6	KR 2	DE 1.4	SA .5	9.2

Catalogue of Diversification Opportunities 2022

	(040891) Eggs, bird, not in shell, dried, \$6-10	GB 1	IT .9	NL .8	4.7
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$2-3	EE .5	HU .5	BE .4	1.9
Products of animal origin, nes	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
	(050290) Hair & waste of badger and of other brush making hair, \$234-362	KR .1	MU 0	SG 0	0.1
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(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
Lac, gums, resins, vegetable saps and extracts nes	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
Animal,vegetable fats and oils, cleavage products, etc	(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, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
	(151930) Industrial fatty alcohols, \$321+	KW .1	GR 0	SG 0	0.1

Catalogue of Diversification Opportunities 2022

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
Vegetable, fruit, nut, etc food preparations	(200860) Cherries, otherwise prepared or preserved, \$63-149	FI 0	DK 0	CN 0	0.0

Timor-Leste

Basic statistics

Current diversification (number of products)	333	Potential new products more complex (percentage)	68
Potential new products	2,641	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	1,787	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	11
Machinery & mech appliance etc	10
Electrical, electronic equipment	9
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	5
Articles of apparel, accessories, knit or crochet	4
Articles of iron or steel	3
Miscellaneous chemical products	3
Articles of apparel, accessories, not knit or crochet	3
Organic chemicals	2
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	15
France	8
Thailand	5
Germany	5
China	4
United Kingdom	4
Italy	3
Rep. of Korea	3
Russian Federation	3
Japan	3
Netherlands	3
Others	29

By regions

Region	Percent
Asia	35
Western Europe	20
Northern America	17
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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
Cereal, flour, starch, milk preparations and products	17
Edible fruit, nuts, peel of citrus fruit, melons	17

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	13
Cocoa and cocoa preparations	10
Vegetable, fruit, nut, etc food preparations	8
Animal, vegetable fats and oils, cleavage products, etc	6
Miscellaneous edible preparations	6
Edible vegetables and certain roots and tubers	4
Sugars and sugar confectionery	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Beverages, spirits and vinegar	3
Meat, fish and seafood food preparations	2
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	2
Cereals	2
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	15
Russian Federation	8
France	7
United Kingdom	6

By regions

Region	Percent
Asia	30
Western Europe	19
Northern America	17
Eastern Europe	12

Catalogue of Diversification Opportunities 2022

Germany	5	Northern Europe	11
Japan	4	Southern Europe	5
China	4	Sub-Saharan Africa	3
United Arab Emirates	4		
China, Hong Kong SAR	3		
Netherlands	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, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
	(293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15	BR 133.5	KR 117.8	IN 83.1	421.9
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

Catalogue of Diversification Opportunities 2022

	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(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
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
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
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1

Catalogue of Diversification Opportunities 2022

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
	(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
	(611010) Pullovers, cardigans etc of wool or hair, knit, \$0-23	ES 67.6	NO 51.4	SE 28.5	284.4
Articles of apparel, accessories, not knit or crochet	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
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
	(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
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3

Catalogue of Diversification Opportunities 2022

	(730830) Doors, windows, frames of iron or steel, \$3-12	DE 68.1	US 48	PH 34.1	346.1
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(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, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5

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 product nes	(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
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
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
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1

Catalogue of Diversification Opportunities 2022

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
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071220) Onions, dried, not further prepared, \$1-4	US 10.8	DE 7	BE 3.8	42.1
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
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080290) Nuts edible, fresh or dried, nes, \$4-20	CN 269.3	US 84.8	JP 53.2	496.0
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120740) Sesamum seeds, \$1-4	IL 32.4	DE 28.7	JP 13.1	224.1
	(120799) Oil seeds and oleaginous fruits, nes, \$2-11	RU 25.5	EG 6.8	VN 3.5	68.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9

Catalogue of Diversification Opportunities 2022

	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(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
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4

Catalogue of Diversification Opportunities 2022

	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
Beverages, spirits and vinegar	(220421) Grape wines nes, fortified wine or must, pack < 2l, \$9-18	US 95.8	AE 81.3	CH 44.4	355.7
	(220210) Beverage waters, sweetened or flavoured, \$1-3	US 182.5	NL 17.6	CA 9.6	272.5

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Basic statistics

Current diversification (number of products)	2,102	Potential new products more complex (percentage)	79
Potential new products	3,799	Export opportunity in more complex products (percentage)	49
Potential new products more complex than the country's average	2,989	Import replacement opportunity in more complex products (percentage)	51

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Electrical, electronic equipment	8
Plastics and articles thereof	8
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Articles of iron or steel	3
Miscellaneous chemical products	3
Pharmaceutical products	3
Inorganic chemicals, precious metal compound, isotopes	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	13
China	7
France	6
Germany	6
United Kingdom	4
Thailand	4
Canada	3
Belgium	3
Japan	3
Netherlands	3
India	3
Rep. of Korea	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	21
Northern America	16
Eastern Europe	8
Southern Europe	6
Northern 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	15

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	15
Meat and edible meat offal	13
Beverages, spirits and vinegar	9
Vegetable, fruit, nut, etc food preparations	7
Cocoa and cocoa preparations	7
Cereal, flour, starch, milk preparations and products	6
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	5
Miscellaneous edible preparations	3
Cereals	3
Sugars and sugar confectionery	3
Meat, fish and seafood food preparations nes	3
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Edible vegetables and certain roots and tubers	3
Sum of others with smaller share	8

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

By countries

Country	Percent
China	14
USA	10
Germany	9

By regions

Region	Percent
Asia	42
Western Europe	18
Northern America	12

Catalogue of Diversification Opportunities 2022

United Kingdom	7	Northern Europe	11
China, Hong Kong SAR	5	Eastern Europe	8
Japan	5	Southern Europe	5
France	3		
Netherlands	3		
United Arab Emirates	3		
Russian Federation	3		
Others	23		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(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
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3

Catalogue of Diversification Opportunities 2022

	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylenes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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

Catalogue of Diversification Opportunities 2022

	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(842952) Shovels and excavators with revolving superstructure, \$36269-86767	FR 967.2	US 867.9	RU 663.9	3641.9
	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4

Catalogue of Diversification Opportunities 2022

	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Optical, photo, technical, medical, etc apparatus	(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
	(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

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	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3

Catalogue of Diversification Opportunities 2022

	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$6-24	JP 482.4	US 135.9	VN 23.7	736.3
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030619) Crustaceans nes, frozen,, \$6-17	KR 5.8	SA 5.5	NZ 5.3	31.9
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible vegetables and certain roots and tubers	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5

Catalogue of Diversification Opportunities 2022

	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7

Catalogue of Diversification Opportunities 2022

	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(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
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7

Catalogue of Diversification Opportunities 2022

	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8

Catalogue of Diversification Opportunities 2022

	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Tokelau

Basic statistics

Current diversification (number of products)	1,130	Potential new products more complex (percentage)	75
Potential new products	3,961	Export opportunity in more complex products (percentage)	36
Potential new products more complex than the country's average	2,964	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
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	5
Vehicles other than railway, tramway	5
Organic chemicals	4
Articles of iron or steel	4
Iron and steel	4
Wood and articles of wood, wood charcoal	3
Paper & paperboard, articles of pulp, paper and board	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	15
France	7
China	5
Germany	5
United Kingdom	4
Thailand	4
India	3
Belgium	3
Rep. of Korea	3
Netherlands	3
Japan	3
Italy	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	17
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
Dairy products, eggs, honey, edible animal product nes	16

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	11
Cereal, flour, starch, milk preparations and products	8
Residues, wastes of food industry, animal fodder	8
Beverages, spirits and vinegar	7
Meat and edible meat offal	7
Animal,vegetable fats and oils, cleavage products, etc	6
Vegetable, fruit, nut, etc food preparations	6
Cocoa and cocoa preparations	5
Tobacco and manufactured tobacco substitutes	4
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	3
Sugars and sugar confectionery	3
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	10

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

By countries

Country	Percent
USA	13
United Kingdom	7
France	7

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	14

Catalogue of Diversification Opportunities 2022

Germany	6	Northern Europe	13
China	4	Eastern Europe	7
Netherlands	4	Southern Europe	4
United Arab Emirates	4		
Russian Federation	3		
Philippines	3		
China, Hong Kong SAR	3		
Rep. of Korea	3		
Japan	3		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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

Catalogue of Diversification Opportunities 2022

	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(441212) Plywood, 1 or 2 outer ply non-conifer nes (ply <6 mm), \$419-764	US 646.8	FR 180.5	VN 45.5	976.4
	(440130) Sawdust, wood waste or scrap, \$0-0	IT 166.6	DK 146.5	BE 109.6	608.4
	(441119) Fibreboard >0.8 g/cm ² worked/surface covered, \$0-0	FR 190.1	US 123.6	ES 27	571.3
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/m ² , uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5

Catalogue of Diversification Opportunities 2022

	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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	FR 263	IT 60.8	ES 39.7	560.2
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6

Catalogue of Diversification Opportunities 2022

	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$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
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
Vehicles other than railway, tramway	(870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866	SA 2774.6	FR 1101.6	DE 545.5	7194.8
	(870120) Road tractors for semi-trailers (truck tractors), \$17940-76646	PL 1140.1	IT 683.2	DE 528.7	5164.4
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(021020) Bovine meat salted, dried or smoked, \$6-22	ES 8.5	IT 4.2	GB 3.8	23.1
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9

Catalogue of Diversification Opportunities 2022

	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2

Catalogue of Diversification Opportunities 2022

	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
Animal,vegetable fats and oils, cleavage products, etc	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$0-1	FR 132.4	CL 61.3	PL 44.4	384.7
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5

Catalogue of Diversification Opportunities 2022

	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1

Catalogue of Diversification Opportunities 2022

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
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(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	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Tonga

Basic statistics

Current diversification (number of products)	294	Potential new products more complex (percentage)	59
Potential new products	2,268	Export opportunity in more complex products (percentage)	20
Potential new products more complex than the country's average	1,335	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
Electrical, electronic equipment	10
Plastics and articles thereof	9
Machinery & mech appliance etc	8
Organic chemicals	6
Paper & paperboard, articles of pulp, paper and board	5
Articles of apparel, accessories, knit or crochet	4
Optical, photo, technical, medical, etc apparatus	4
Articles of apparel, accessories, not knit or crochet	3
Articles of iron or steel	3
Iron and steel	3
Sum of others with smaller share	46

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

By countries

Country	Percent
USA	19
France	8
Germany	5
China	5
United Kingdom	4
Thailand	4
Japan	4
Italy	3
Rep. of Korea	3
Russian Federation	3
Netherlands	3
Others	25

By regions

Region	Percent
Asia	32
Northern America	21
Western Europe	19
Eastern Europe	8
Southern Europe	7
Northern Europe	7
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	17
Dairy products, eggs, honey, edible animal product nes	16

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	15
Cocoa and cocoa preparations	13
Vegetable, fruit, nut, etc food preparations	8
Miscellaneous edible preparations	6
Sugars and sugar confectionery	5
Animal,vegetable fats and oils, cleavage products, etc	4
Beverages, spirits and vinegar	3
Live trees, plants, bulbs, roots, cut flowers etc	3
Meat, fish and seafood food preparations nes	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Edible vegetables and certain roots and tubers	2
Meat and edible meat offal	2
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	18
Russian Federation	9
France	7
United Kingdom	7

By regions

Region	Percent
Asia	28
Northern America	20
Western Europe	17
Northern Europe	12

Catalogue of Diversification Opportunities 2022

China	5	Eastern Europe	12
Japan	4	Southern Europe	4
Germany	3	Sub-Saharan Africa	3
Philippines	3		
Netherlands	3		
Others	23		

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
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(293100) Organo-inorganic compounds, nes, \$3-18	BR 359.3	KR 94.3	IE 31.3	593.9
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5

Catalogue of Diversification Opportunities 2022

	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
	(390690) Acrylic polymers nes, in primary forms, \$1-5	RU 119.4	TH 72	SA 61.4	691.6
	(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
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
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480300) Paper, household, sanitary, width > 36 centimetres, \$1-4	KE 38.3	TH 35.9	DE 24.8	345.4
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
	(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
	(610463) Womens, girls trousers, shorts, synthetic fibres, kni, \$0-6	US 69.3	GR 35.6	AU 20.8	248.1
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1

Catalogue of Diversification Opportunities 2022

Articles of apparel, accessories, not knit or crochet	(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
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5
Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(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
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(722490) Semi-finished products of alloy steel except stainles, \$0-1	US 312.5	FR 23.9	CN 18.9	384.9
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730830) Doors, windows, frames of iron or steel, \$3-12	DE 68.1	US 48	PH 34.1	346.1

Catalogue of Diversification Opportunities 2022

	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
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
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848340) Gearing, ball screws, speed changers, torque converters, \$29-846	CN 477.1	AR 61.4	AU 43.2	642.7
	(841480) Air or gas compressors, hoods, \$0-144	HU 155.7	TH 134.8	DE 81.4	614.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Optical, photo, technical, medical, etc apparatus	(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, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5

Catalogue of Diversification Opportunities 2022

	(901910) Massage and psychological aptitude-test apparatus, \$14-70	US 370.9	NL 23.9	VN 20.6	518.1
	(902920) Speed indicators, tachometers, stroboscopes, \$119-141	GB 139.7	KR 68.9	AT 54.8	486.4

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	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Dairy products, eggs, honey, edible animal products	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1

Catalogue of Diversification Opportunities 2022

Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070930) Aubergines(egg-plants), fresh or chilled, \$1-3	CA 25.6	GB 6.1	RU 4.3	53.9
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
	(071490) Arrowroot, salep, etc fresh or dried and sago pith, \$1-4	DE 4.2	SG 1.3	CA 1.1	12.6
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120220) Ground-nuts shelled, not roasted or cooked, \$1-2	RU 128.2	VN 67.4	PL 11.4	269.4
	(120999) Seed, fruits and spores for sowing, nes, \$0-6	AT 11.2	FR 4.6	DK 3	33.3
Animal,vegetable fats and oils, cleavage products, etc	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6

Catalogue of Diversification Opportunities 2022

	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-4	US 30.5	CZ 23.8	CA 18.2	101.8
	(151490) Canola, rape, colza or mustard oil, fractions, refined, \$1-2	SE 12.1	FR 11.2	PH 7.1	64.0
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0
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
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(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
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9

Catalogue of Diversification Opportunities 2022

	(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
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$0-1	FR 78.8	PH 24.5	LK 16.9	309.2
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
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

Catalogue of Diversification Opportunities 2022

	(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
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9

Trinidad and Tobago

Basic statistics

Current diversification (number of products)	4,642	Potential new products more complex (percentage)	77
Potential new products	3,813	Export opportunity in more complex products (percentage)	57
Potential new products more complex than the country's average	2,917	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
Ores, slag and ash	21
Machinery & mech appliance etc	9
Organic chemicals	8
Vehicles other than railway, tramway	6
Iron and steel	6
Electrical, electronic equipment	6
Optical, photo, technical, medical, etc apparatus	4
Plastics and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	2
Sum of others with smaller share	31

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

By countries

Country	Percent
China	29
USA	9
Germany	5
France	4
United Kingdom	3
India	3
Thailand	3
Rep. of Korea	3
Others	22

By regions

Region	Percent
Asia	52
Western Europe	15
Northern America	10
Southern Europe	6
Northern Europe	5
Eastern Europe	5
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
Cereals	18
Dairy products, eggs, honey, edible animal products	14
Edible fruit, nuts, peel of citrus fruit, melons	10
Meat and edible meat offal	8
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	7

Catalogue of Diversification Opportunities 2022

Tobacco and manufactured tobacco substitutes	6
Animal,vegetable fats and oils, cleavage products, etc	6
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Cereal, flour, starch, milk preparations and products	5
Residues, wastes of food industry, animal fodder	4
Milling products, malt, starches, inulin, wheat gluten	3
Cocoa and cocoa preparations	3
Beverages, spirits and vinegar	2
Meat, fish and seafood food preparations nes	2
Sum of others with smaller share	7

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

By countries

Country	Percent
USA	14
China	9
Germany	8
Italy	4
United Kingdom	4
Netherlands	4
Viet Nam	4

By regions

Region	Percent
Asia	34
Western Europe	18
Northern America	16
Northern Europe	10
Southern Europe	7
Eastern Europe	5

France	3
Rep. of Korea	3
Japan	3
Thailand	3
Others	26

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2

Catalogue of Diversification Opportunities 2022

	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
Organic chemicals	(293390) Heterocyclic compounds with N-hetero-atom(s) only, nes, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1

Catalogue of Diversification Opportunities 2022

	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0

Catalogue of Diversification Opportunities 2022

	(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
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
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
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
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
	(030371) Sardines,brisling,sprats, frozen, whole, \$0-2	TH 48.4	CI 10.2	PH 9.4	120.4
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
Dairy products, eggs, honey, edible animal product nes	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6

Catalogue of Diversification Opportunities 2022

	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(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
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(080110) Coconuts, fresh or dried, \$4-9	AU 33.9	EG 15.7	FR 3.5	56.4
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4

Catalogue of Diversification Opportunities 2022

Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(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

Catalogue of Diversification Opportunities 2022

	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
Meat, fish and seafood food preparations nes	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6	US 10.7	JP 3.8	DE 1.9	29.8

Catalogue of Diversification Opportunities 2022

	(190520) Gingerbread and the like, \$0-2	FR 5.9	GB 1.5	RS .8	14.2
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(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
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Tunisia

Basic statistics

Current diversification (number of products)	7,534	Potential new products more complex (percentage)	82
Potential new products	2,877	Export opportunity in more complex products (percentage)	53
Potential new products more complex than the country's average	2,372	Import replacement opportunity in more complex products (percentage)	58

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	13
Vehicles other than railway, tramway	10
Machinery & mech appliance etc	9
Iron and steel	9
Electrical, electronic equipment	6
Plastics and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	4
Optical, photo, technical, medical, etc apparatus	4
Copper and articles thereof	3
Miscellaneous chemical products	2
Sum of others with smaller share	36

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

By countries

Country	Percent
USA	10
China	9
Germany	6
France	5
Thailand	5
United Kingdom	4
Rep. of Korea	4
Italy	3
Japan	3
India	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	41
Western Europe	19
Northern America	13
Northern Europe	7
Eastern Europe	6
Southern 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
Meat and edible meat offal	17
Cereals	10

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	10
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	9
Animal,vegetable fats and oils, cleavage products, etc	7
Cereal, flour, starch, milk preparations and products	6
Beverages, spirits and vinegar	6
Milling products, malt, starches, inulin, wheat gluten	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Cocoa and cocoa preparations	4
Meat, fish and seafood food preparations nes	4
Edible vegetables and certain roots and tubers	3
Vegetable, fruit, nut, etc food preparations	3
Lac, gums, resins, vegetable saps and extracts nes	2
Sum of others with smaller share	9

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

By countries

Country	Percent
China	11
Germany	9
USA	8
United Kingdom	6

By regions

Region	Percent
Asia	36
Western Europe	21
Northern Europe	14
Northern America	10

Catalogue of Diversification Opportunities 2022

Japan	5	Southern Europe	6
China, Hong Kong SAR	5	Eastern Europe	6
France	4		
Netherlands	3		
Canada	3		
Others	26		

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
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

Catalogue of Diversification Opportunities 2022

	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
	(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

Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(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
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
Copper and articles thereof	(740311) Copper cathodes and sections of cathodes unwrought, \$6-6	AE 1449.3	IN 336	EG 237.1	2902.6
	(740811) Wire of refined copper > 6mm wide, \$6-10	IT 307	GB 268.9	ES 104.6	1004.5
	(740710) Bars, rods & profiles of refined copper, \$0-7	SA 135.8	PH 76.3	VN 19.1	337.5
	(741011) Foil of refined copper, not backed, t < 0.15mm, \$7-32	US 51.8	PL 46.8	KR 29.2	184.9
	(741021) Foil of refined copper, backed, t < 0.15mm, \$12-76	CN 99	HK 27.8	PH 12.7	151.6
Machinery & mech appliance etc	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(843311) Mowers, powered, lawn, with horizontal cutting device, \$118-829	US 152.3	DE 127.9	PL 56.8	494.6
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9

Catalogue of Diversification Opportunities 2022

	(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	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(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
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
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
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

Catalogue of Diversification Opportunities 2022

	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(900211) Objective lenses for cameras, projectors, etc, \$222-712	VN 146.3	HK 124	DE 40.6	448.5
	(900219) Objective lenses, nes, \$151-910	HK 226.3	JP 29.3	US 19.2	320.6
	(901850) Ophthalmic instruments and appliances, \$397-835	CN 168.7	FR 21.4	JP 15.2	311.9

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
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
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5

Catalogue of Diversification Opportunities 2022

	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
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% fat, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040490) Natural milk products, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
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
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(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
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2

Catalogue of Diversification Opportunities 2022

	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(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
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(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
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4

Catalogue of Diversification Opportunities 2022

	(130120) Gum arabic, \$2-8	US 13.2	JP 2.4	DE 1.6	26.1
	(130212) Liquorice extract, \$7-20	IT 3.2	FI 1.9	DE 1.5	9.7
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(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
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
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7

Catalogue of Diversification Opportunities 2022

	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
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
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
Vegetable, fruit, nut, etc food preparations	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200551) Beans, shelled, prepared/preserved, not frozen/vinegar, \$0-1	DE 8.9	YE 5.1	FR 3.6	40.1
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1

Türkiye

Basic statistics

Current diversification (number of products)	18,219	Potential new products more complex (percentage)	83
Potential new products	635	Export opportunity in more complex products (percentage)	75
Potential new products more complex than the country's average	524	Import replacement opportunity in more complex products (percentage)	91

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Vehicles other than railway, tramway	27
Organic chemicals	21
Pulp of wood, fibrous cellulosic material, waste etc	8
Miscellaneous chemical products	7
Inorganic chemicals, precious metal compound, isotopes	5
Optical, photo, technical, medical, etc apparatus	5
Electrical, electronic equipment	4
Mineral fuels, oils, distillation products, etc	3
Live animals	3
Meat and edible meat offal	3
Sum of others with smaller share	15

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

By countries

Country	Percent
China	17
Germany	12
United Kingdom	7
USA	6
India	5
Switzerland	5
Singapore	5
France	3
Italy	3
Japan	3
Netherlands	3
Others	17

By regions

Region	Percent
Asia	38
Western Europe	26
Northern Europe	13
Northern America	7
Southern Europe	6
Eastern Europe	5

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	36
Live animals	29

Catalogue of Diversification Opportunities 2022

Residues, wastes of food industry, animal fodder	9
Animal,vegetable fats and oils, cleavage products, etc	8
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Meat, fish and seafood food preparations nes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Cereals	3
Products of animal origin, nes	1
Lac, gums, resins, vegetable saps and extracts nes	1
Dairy products, eggs, honey, edible animal product nes	1

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

By countries

Country	Percent
China	24
Germany	18
United Kingdom	5
Netherlands	5
Spain	5
USA	4
Italy	4
Austria	3

By regions

Region	Percent
Asia	30
Western Europe	28
Northern Europe	12
Eastern Europe	12
Southern Europe	11
Northern America	5

Denmark	3
Hungary	3
Poland	3
Others	12

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	
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
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020319) Swine cuts, fresh or chilled, nes, \$0-2	HU 29.3	DK 15.9	GB 11.1	87.1
	(021019) Swine meat, salted/dried/smoked ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(020630) Swine edible offal, fresh or chilled, \$0-2	NL 30	SE 17.7	DE 6.5	73.3
Mineral fuels, oils, distillation products, etc	(271312) Petroleum coke, calcined, \$0-0	AU 229.7	IN 172.9	NO 128.5	792.3

Catalogue of Diversification Opportunities 2022

	(270730) Xylole, \$0-0	CN 157.4	TH 74.5	IN 64.3	370.5
Inorganic chemicals, precious metal compound, isotopes	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(280421) Argon, \$0-0	US 18.9	IT 11.6	IE 4.7	51.0
	(280519) Alkali metals other than sodium, \$6-120	ID 15.4	KR 10.9	GB 5.8	47.6
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
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381512) Supported catalysts, precious metal based, \$204-452	CZ 229.1	SG 130.1	DE 65	701.5

Catalogue of Diversification Opportunities 2022

	(380130) Carbonaceous pastes for electrodes, furnace linings, \$0-0	ID 7	AU 4.2	KZ 1.5	17.7
	(381010) Metal pickling preps, solder and brazing flux, etc., \$105-302	FI 1.7	CN 1.1	SE 1.1	7.8
	(382000) Anti-freezing preps and prepared de-icing fluids, \$14-62	RO 1.8	SK .5	US .4	3.7
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
	(470429) Chem wood pulp, sulphite, non-coniferous, bleached, \$0-1	US 2.3	ET 1.2	ES .6	4.7
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(853090) Electric signal, safety & traffic controller parts, \$193-431	BY 15	KR 13.3	ID 11.3	86.4
	(851629) Electric space heaters and soil heating apparatus, \$559-1651	CN 22.7	FI 16.2	BE 3.2	48.9
	(854460) Electric conductors, for over 1,000 volts, nes, \$60-89	GH 19.1	HK 6.8	FR 4.7	35.9
	(853641) Electrical relays for < 60 volts, \$249-316	CN 15	HK 7.3	MY 2.7	35.7
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(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, \$0-2650	US 23	NL 11.1	GB 10.4	59.0

Catalogue of Diversification Opportunities 2022

	(871496) Bicycle pedals/crank-gear, parts thereof, \$63-145	FR 8	US 4.8	DE 3.7	34.1
	(871690) Trailer/non-mechanically propelled vehicle parts nes, \$26-35	SE 2.7	BE 2.7	PK 2.1	10.8
Optical, photo, technical, medical, etc apparatus	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6
	(903140) Optical instruments and appliances, nes, \$4859-11859	US 117.7	SG 109.1	HK 62.6	358.6
	(900661) Photographic discharge lamp flashlight apparatus, \$0-113	CN 153.8	DE 6.7	CA 3	173.7
	(902920) Speed indicators, tachometers, stroboscopes, \$731-1479	CA 73.8	CN 1.1	SG .6	77.3
	(902690) Parts of equipment to measure or check fluid variable, \$483-649	JP 42.1	CN 7.2	SE 4	62.8

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

Catalogue of Diversification Opportunities 2022

	(020319) Swine cuts, fresh or chilled, nes, \$0-2	HU 29.3	DK 15.9	GB 11.1	87.1
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(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	(030250) Cod, fresh or chilled, whole, \$5-12	NL 32.3	PT 18.7	DK 11.3	78.7
	(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
	(030250) Cod, fresh or chilled, whole, \$0-5	FR 3.5	DE 3.4	LV 1.5	10.9
	(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 products nes	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
	(040899) Eggs, bird, not in shell not dried, \$1-4	DK 3.4	CH 1.9	QA 1.9	15.2
	(040819) Egg yolks except dried, \$2-4	NL 1.8	JP 1.6	TH 1.1	8.0
Products of animal origin, nes	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
	(051000) Ambergris, civet, musk, etc for pharmaceutical use, \$0-3	IT 4.7	FR 1.9	UY .6	8.7
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$0-2	IT 1.5	GB 1.3	PL 1.1	5.6

Catalogue of Diversification Opportunities 2022

Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
	(100830) Canary seed, \$1-2	GB .1	IT 0	RO 0	0.2
	(100200) Rye, \$20-44	IT .1	LU 0	CZ 0	0.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120911) Seed, sugar beet, for sowing, \$3013-7270	FI 1.1	NI .2	TR .1	1.6
	(120930) Seed, flower, for sowing, \$21599+	KR .1	CO .1	CN 0	0.2
Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
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
	(151930) Industrial fatty alcohols, \$132-321	IE 0	SG 0	CZ 0	0.1
Meat, fish and seafood food preparations nes	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8- 14	DE 23.9	CA 16.8	FR 13.8	85.8
	(160411) Salmon prepared or preserved, not minced, \$0-6	DK 6.2	ES 1.2	UA 1.1	14.7
	(160220) Livers of any animal prepared or preserved, \$3-12	GB 6.7	RO 1.7	DK .5	12.4

Catalogue of Diversification Opportunities 2022

	(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
Cereal, flour, starch, milk preparations and products	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8
Residues, wastes of food industry, animal fodder	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8

Turkmenistan

Basic statistics

Current diversification (number of products)	951	Potential new products more complex (percentage)	62
Potential new products	3,589	Export opportunity in more complex products (percentage)	30
Potential new products more complex than the country's average	2,227	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
Machinery & mech appliance etc	12
Electrical, electronic equipment	10
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	5
Organic chemicals	4
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	3
Miscellaneous chemical products	3
Aluminium and articles thereof	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	15
France	6
Germany	5
Thailand	5
China	5
United Kingdom	4
Japan	3
Italy	3
Rep. of Korea	3
Netherlands	3
Others	30

By regions

Region	Percent
Asia	35
Western Europe	19
Northern America	17
Eastern Europe	8
Northern Europe	6
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	18
Dairy products, eggs, honey, edible animal products	15
Cereals	13

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	8
Cereal, flour, starch, milk preparations and products	8
Cocoa and cocoa preparations	6
Meat, fish and seafood food preparations nes	5
Tobacco and manufactured tobacco substitutes	5
Miscellaneous edible preparations	4
Animal,vegetable fats and oils, cleavage products, etc	3
Edible vegetables and certain roots and tubers	3
Residues, wastes of food industry, animal fodder	2
Beverages, spirits and vinegar	2
Sugars and sugar confectionery	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	17
United Kingdom	7
Germany	6
China	5
China, Hong Kong SAR	4

By regions

Region	Percent
Asia	36
Northern America	19
Western Europe	15
Northern Europe	10
Eastern Europe	6

Catalogue of Diversification Opportunities 2022

United Arab Emirates	4	Southern Europe	5
France	4	South America	3
Viet Nam	4		
Netherlands	4		
Italy	3		
Russian Federation	3		
Japan	3		
Others	27		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(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
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8

Catalogue of Diversification Opportunities 2022

	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
	(481011) Paper, fine, woodfree, <150 g/m2, clay coated, \$0-3	DE 86.5	CN 48.3	TH 36.4	322.9

Catalogue of Diversification Opportunities 2022

Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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
	(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
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
Aluminium and articles thereof	(760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$0-3	FR 300.2	KH 124.7	CH 106.4	1164.8
	(760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6	US 360.3	CH 110.3	BE 64.6	871.8
	(760711) Foil, aluminium, not backed, rolled but nfw, < 0.2mm, \$0-3	US 138.7	FR 67.6	EG 55.3	511.8

Catalogue of Diversification Opportunities 2022

	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$5-21	GB 68	AT 45.6	US 34.3	407.1
	(760421) Profiles, hollow, aluminium, alloyed, \$0-4	FR 44.4	DE 32.8	AU 21.4	261.5
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Optical, photo, technical, medical, etc apparatus	(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

Catalogue of Diversification Opportunities 2022

	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible vegetables and certain roots and tubers	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1

Catalogue of Diversification Opportunities 2022

	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100890) Cereals unmilled nes, \$1-4	US 10.9	DE 6.5	CN 5.8	66.7
Animal, vegetable fats and oils, cleavage products, etc	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-4	IT 4.1	KR .9	CA .8	9.6

Catalogue of Diversification Opportunities 2022

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
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1	CN 49.8	FR 38.5	PH 14.8	195.5
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
	(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 preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1

Catalogue of Diversification Opportunities 2022

	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$0-1	FR 56.3	PT 28.4	BR 16.4	176.7
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6

Catalogue of Diversification Opportunities 2022

	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(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	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Turks and Caicos Isds

Basic statistics

Current diversification (number of products)	522	Potential new products more complex (percentage)	69
Potential new products	3,495	Export opportunity in more complex products (percentage)	31
Potential new products more complex than the country's average	2,404	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
Machinery & mech appliance etc	12
Plastics and articles thereof	10
Electrical, electronic equipment	8
Optical, photo, technical, medical, etc apparatus	7
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Miscellaneous chemical products	3
Iron and steel	3
Organic chemicals	3
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	45

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

By countries

Country	Percent
USA	15
France	7
Germany	6
China	6
United Kingdom	4
Russian Federation	3
Netherlands	3
India	3
Thailand	3
Japan	3
Others	28

By regions

Region	Percent
Asia	34
Western Europe	21
Northern America	17
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
Dairy products, eggs, honey, edible animal products	20
Edible fruit, nuts, peel of citrus fruit, melons	19
Animal, vegetable fats and oils, cleavage products, etc	7

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	7
Cereal, flour, starch, milk preparations and products	5
Miscellaneous edible preparations	5
Cocoa and cocoa preparations	5
Beverages, spirits and vinegar	4
Tobacco and manufactured tobacco substitutes	4
Meat and edible meat offal	4
Cereals	3
Meat, fish and seafood food preparations nes	3
Sugars and sugar confectionery	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	19
Russian Federation	7
United Kingdom	7
Germany	7
Netherlands	5

By regions

Region	Percent
Asia	27
Northern America	21
Western Europe	20
Northern Europe	11
Eastern Europe	11

Catalogue of Diversification Opportunities 2022

France	5	Southern Europe	6
China	4		
Japan	4		
Italy	3		
Philippines	3		
Others	22		

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
	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35	US 416.3	MY 28.2	JP 14.9	491.8
Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(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
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
Paper & paperboard,	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

articles of pulp, paper and board					
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
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
	(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
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.75-10mm, nes, \$0-0	IT 188.6	MY 86.6	TR 71.4	530.0
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
Optical, photo, technical, medical, etc apparatus	(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
	(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

Catalogue of Diversification Opportunities 2022

	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
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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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
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
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$0-4	FR 3.7	NL 3.5	BE 1.9	14.9

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-0	NL 205.8	SG 86.9	ES 55.9	564.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7

Catalogue of Diversification Opportunities 2022

	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(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
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180500) Cocoa powder, unsweetened, \$2-6	US 63.9	CN 31.5	NL 16.6	223.3

Catalogue of Diversification Opportunities 2022

	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinegar, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4

Catalogue of Diversification Opportunities 2022

	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
Beverages, spirits and vinegar	(220410) Grape wines, sparkling, \$3-14	GB 456.4	DE 292.4	BE 150	1230.0
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Tuvalu

Basic statistics

Current diversification (number of products)	183	Potential new products more complex (percentage)	60
Potential new products	1,958	Export opportunity in more complex products (percentage)	23
Potential new products more complex than the country's average	1,181	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
Electrical, electronic equipment	13
Plastics and articles thereof	12
Machinery & mech appliance etc	7
Optical, photo, technical, medical, etc apparatus	6
Articles of apparel, accessories, knit or crochet	5
Paper & paperboard, articles of pulp, paper and board	5
Articles of apparel, accessories, not knit or crochet	4
Cereals	3
Furniture, lighting, signs, prefabricated buildings	3
Articles of iron or steel	3
Sum of others with smaller share	39

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

By countries

Country	Percent
USA	16
France	9
China	7
Japan	6
Germany	5
United Kingdom	4
Italy	3
Netherlands	3
Thailand	3
Russian Federation	3
Others	25

By regions

Region	Percent
Asia	34
Western Europe	20
Northern America	18
Eastern Europe	8
Northern Europe	7
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
Cereals	29
Cereal, flour, starch, milk preparations and products	14
Dairy products, eggs, honey, edible animal products	10
Cocoa and cocoa preparations	8

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	7
Animal,vegetable fats and oils, cleavage products, etc	5
Edible vegetables and certain roots and tubers	5
Miscellaneous edible preparations	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Live trees, plants, bulbs, roots, cut flowers etc	3
Meat, fish and seafood food preparations nes	2
Edible fruit, nuts, peel of citrus fruit, melons	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sugars and sugar confectionery	2
Sum of others with smaller share	3

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

By countries

Country	Percent
Japan	17
Egypt	10
Russian Federation	7
USA	6
China	6
France	5

By regions

Region	Percent
Asia	44
Western Europe	15
Eastern Europe	10
Northern Africa	10
Northern Europe	7
Northern America	7

Catalogue of Diversification Opportunities 2022

Saudi Arabia	4	Southern Europe	3
United Kingdom	4		
Germany	4		
Netherlands	4		
Rep. of Korea	3		
United Arab Emirates	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	
Cereals	(100590) Maize except seed corn, \$0-1	JP 3443.3	EG 1739.1	SA 703.2	7614.0
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
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(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

Catalogue of Diversification Opportunities 2022

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/m ² , uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480252) Paper, fine, woodfree, 40 - 150 g/m ² , uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481190) Paper, coated/impregnated/covered/coloured/printed, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Articles of apparel, accessories, knit or crochet	(611593) Hosiery, 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, knit, \$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
	(610821) Womens, girls briefs or panties, of cotton, knit, \$1-5	FR 147.6	US 95.4	CA 28.1	371.3
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
	(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

Catalogue of Diversification Opportunities 2022

	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730840) Props etc for scaffold, shuttering, pits, iron/steel, \$1-3	MW 80.6	PH 59.6	JP 49.1	559.5
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(730830) Doors, windows, frames of iron or steel, \$3-12	DE 68.1	US 48	PH 34.1	346.1
Machinery & mech appliance etc	(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 converters, \$29-846	CN 477.1	AR 61.4	AU 43.2	642.7
	(841480) Air or gas compressors, hoods, \$0-144	HU 155.7	TH 134.8	DE 81.4	614.4
	(841360) Rotary positive displacement pumps, \$0-112	CN 190.7	US 153.2	DE 92.2	608.7
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9

Catalogue of Diversification Opportunities 2022

	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
Optical, photo, technical, medical, etc apparatus	(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
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
Furniture, lighting, signs, prefabricated buildings	(940429) Mattresses, stuffed, spring interior, etc, \$0-91	US 206.5	JP 191.6	DE 175.7	1503.2
	(940421) Mattresses of cellular rubber or plastic, \$94-106	US 592.1	DE 217.3	FR 127.3	1343.3
	(940190) Parts of seats, \$0-6	FR 256.2	GB 224.1	DE 124.3	892.2
	(940120) Seats, motor vehicles, \$59-331	RU 201.2	US 177.4	BR 29.6	510.8
	(940290) Medical, dental, surgical & veterinary furniture, nes, \$9-36	US 128.9	SG 24.2	NL 21.5	339.7

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030613) Shrimps and prawns, frozen, \$6-12	CN 370.9	US 205.9	EG 160.6	1055.5
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots), nes, \$1-16	NL 261	CH 92.5	DE 91.7	764.3
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(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	(070310) Onions and shallots, fresh or chilled, \$0-1	GB 75	NL 60.7	DE 56.6	694.7
	(070200) Tomatoes, fresh or chilled, \$0-2	RU 102.2	US 61.1	IT 43.4	458.4
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9

Catalogue of Diversification Opportunities 2022

	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(070810) Peas, shelled or unshelled, fresh or chilled, \$1-6	NL 8	DE 3.2	DK 3.1	25.9
Edible fruit, nuts, peel of citrus fruit, melons	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080940) Plums, sloes, fresh, \$0-2	CN 79.1	HK 77	KW 3.4	172.9
	(081340) Fruits, dried nes, \$3-14	NL 8.4	DE 6.7	RU 5.4	49.3
	(081340) Fruits, dried nes, \$14-30	US 13.2	GB 4.4	CZ 2.6	28.7
	(081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12	CA 1.9	GB 1.1	NL 1	9.8
Cereals	(100590) Maize except seed corn, \$0-1	JP 3443.3	EG 1739.1	SA 703.2	7614.0
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
Animal, vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$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

Catalogue of Diversification Opportunities 2022

	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151620) Veg fats, oils or fractions hydrogenated, esterified, \$1-5	CN 21.3	ID 9.1	JP 8.8	99.9
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160420) Fish prepared or preserved, except whole, in pieces, \$7-15	CN 19.3	FI 1.7	MY 1.4	32.6
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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(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

Catalogue of Diversification Opportunities 2022

	(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	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(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
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1

USA

Basic statistics

Current diversification (number of products)	30,373	Potential new products more complex (percentage)	90
Potential new products	162	Export opportunity in more complex products (percentage)	70
Potential new products more complex than the country's average	145	Import replacement opportunity in more complex products (percentage)	68

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	57
Railway, tramway locomotives, rolling stock, equipment	22
Iron and steel	9
Vehicles other than railway, tramway	8
Optical, photo, technical, medical, etc apparatus	1
Organic chemicals	1
Pearls, precious stones, metals, coins, etc	1
Sum of others with smaller share	1

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

By countries

Country	Percent
China	33
Germany	14
USA	8
Japan	7
Australia	5
Colombia	3
Italy	3
Others	10

By regions

Region	Percent
Asia	47
Western Europe	19
Northern America	8
South America	6
Oceania	5
Southern Europe	4
Northern Europe	4
Eastern Europe	3

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Fish, crustaceans, molluscs, aquatic invertebrates nes	82
Dairy products, eggs, honey, edible animal product nes	8
Animal, vegetable fats and oils, cleavage products, etc	3
Lac, gums, resins, vegetable saps and extracts nes	3
Edible fruit, nuts, peel of citrus fruit, melons	2
Residues, wastes of food industry, animal fodder	1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1

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

By countries

Country	Percent
United Kingdom	54
France	25
Finland	6
Spain	5

By regions

Region	Percent
Northern Europe	63
Western Europe	26
Southern Europe	5

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030262) Haddock, fresh or chilled, whole, \$2-9	GB 9	FR 3.6	IE .3	13.6
	(030729) Scallops other than live, fresh or chilled, \$136-256	FI .2	MV 0		0.2
	(030614) Crabs, frozen, \$100-185	JP 0	GD 0	SG 0	0.0
Organic chemicals	(292229) Amino-naphthols/phenols nes, their ethers/esters/salt, \$2111-2438	IT 7.9	GR .6	SG .2	8.7
	(292219) Amino-alcohols nes, their ethers and esters, salts, \$167-288	CZ 3.9	IE 1	HU .7	7.6
	(294150) Erythromycin, derivatives, in bulk, salts, \$1476-2774	KR 1.1	TN .2	AR 0	1.4

Catalogue of Diversification Opportunities 2022

	(292010) Thiophosphoric esters(phosphorothioates),salts,derivs, \$28-41	ES .6	ZA .4	FR .3	1.3
	(292310) Choline, salts, \$314-715	JP .4	FI .3	GB .2	1.1
Footwear, gaiters and the like, parts thereof	(640220) Footwear, rubber, plastic, straps fix to sole by plug, \$3-13	DO 9.4			9.4
Pearls, precious stones, metals, coins, etc	(711510) Catalysts (form of wire cloth or grill) of platinum, \$6650-16555	GB 7.4	TH 2.5	KR 2.2	15.9
Iron and steel	(722550) Cold rolled alloy-steel, width >600mm, nes, \$0-0	CO 76	FR 65.1	IT 18.3	199.7
	(721931) Cold rolled stainless steel, w >600mm, t >4.75mm, \$0-2	DE 27	PL 18.1	IT 13.7	75.7
	(721932) Cold rolled stainless steel, w >600mm, t 3.0-4.75mm, \$115+	CN 1.1	FI 0	DK 0	1.1
	(721990) Rolled stainless steel sheet, width > 600mm, nes, \$265-378	FI .5	CN .1	ID 0	0.6
	(722020) Stainless steel sheet, w <600mm, cold rolled/reduced, \$745+	FI .2	TN 0	BA 0	0.2
Machinery & mech appliance etc	(845710) Machining centres, for working metal, \$140463-293222	CN 918.4	US 219	HU 44.5	1327.6
	(841182) Gas turbine engines nes of a power > 5000 kW, \$1.68e+07-3.28e+07	CN 30.3	PE 28.5	NL 22.4	98.4
	(840710) Aircraft engines, spark-ignition, \$8376928-1.36e+07	PH 42.9	BH 20	SG 14.3	85.5
	(844319) Offset printing machinery nes, \$1370439-1721959	DE 11.9	AU 8.5	PL 2.7	24.8
	(845891) Lathes nes numerically controlled for removing metal, \$578521-899147	CH 8.3	TR 6.5	IT 5.6	22.6

Catalogue of Diversification Opportunities 2022

Railway, tramway locomotives, rolling stock, equipment	(860310) Self-propelled railway cars, external electric power, \$8067868-1.22e+07	DE 337.9	AU 133.7	SE 46.6	643.9
	(860800) Signals etc for rail, tram, water-way, port, airfield, \$1231-4233	FI 3.4	EG .2	CZ .1	3.7
Vehicles other than railway, tramway	(870333) Automobiles, diesel engine of >2500 cc, \$87257-94932	JP 211.7	EG 7.6	MD 3.9	224.4
Aircraft, spacecraft, and parts thereof	(880250) Spacecraft, satellites and spacecraft launch vehicles, \$167747-418788	IN 3.7	US .7	GB .6	5.4
Optical, photo, technical, medical, etc apparatus	(902221) Medical apparatus using alpha, beta or gamma radiatio, \$1144373-1667840	IN 12.7	BO 3.3	KW 1.1	17.2
	(902990) Parts and accessories of revolution counters, etc, \$2477-2801	JP 1	HK .3	BF 0	1.4
	(903110) Machines for balancing mechanical parts, nes, \$109-2852	DO .5			0.5
	(901720) Drawing, marking-out, instruments nes, slide rules, \$4237+	AU .1	GB .1	TR 0	0.2

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030262) Haddock, fresh or chilled, whole, \$2-9	GB 9	FR 3.6	IE .3	13.6
	(030729) Scallops other than live, fresh or chilled, \$136-256	FI .2	MV 0		0.2
	(030614) Crabs, frozen, \$100-185	JP 0	GD 0	SG 0	0.0

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products	(040811) Egg yolks dried, \$9-10	FR .5	ES .5	DO .2	1.4
Edible vegetables and certain roots and tubers	(071030) Spinach, frozen, uncooked steamed or boiled, \$11-22	US 0	TR 0	FI 0	0.0
Edible fruit, nuts, peel of citrus fruit, melons	(080420) Figs, fresh or dried, \$78-142	FI .3	MA 0		0.3
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	(120930) Seed, flower, for sowing, \$21599+	KR .1	CO .1	CN 0	0.2
	(121410) Lucerne (alfalfa) meal and pellets, \$28-47	FI 0	IN 0	KR 0	0.0
Lac, gums, resins, vegetable saps and extracts nes	(130211) Opium sap, \$438-917	ES .3	CH 0	VN 0	0.3
	(130239) Mucilages and thickeners nes, \$310-370	DO .1	KR 0	TH 0	0.1
Animal, vegetable fats and oils, cleavage products, etc	(150890) Refined ground-nut oil not chemically modified, \$139-274	FI .4	CN 0	IN 0	0.4
	(151211) Sunflower-seed or safflower oil, crude, \$34-55	FI .1	ES 0	SG 0	0.1
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$24-41	CH .1	NO 0	PL 0	0.1

Uganda

Basic statistics

Current diversification (number of products)	3,400	Potential new products more complex (percentage)	78
Potential new products	4,016	Export opportunity in more complex products (percentage)	44
Potential new products more complex than the country's average	3,129	Import replacement opportunity in more complex products (percentage)	34

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Organic chemicals	8
Electrical, electronic equipment	7
Plastics and articles thereof	7
Optical, photo, technical, medical, etc apparatus	6
Iron and steel	6
Vehicles other than railway, tramway	4
Miscellaneous chemical products	3
Pharmaceutical products	3
Articles of iron or steel	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	13
China	8
Germany	6
France	6
United Kingdom	4
Thailand	4
Belgium	3
Netherlands	3
Rep. of Korea	3
Japan	3
Canada	3
India	3
Italy	3
Others	28

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	16
Eastern Europe	7
Southern Europe	6
Northern 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
Cereals	15
Edible fruit, nuts, peel of citrus fruit, melons	15
Meat and edible meat offal	13
Dairy products, eggs, honey, edible animal product nes	9
Beverages, spirits and vinegar	8
Vegetable, fruit, nut, etc food preparations	6
Meat, fish and seafood food preparations nes	6
Tobacco and manufactured tobacco substitutes	5
Cereal, flour, starch, milk preparations and products	5
Animal,vegetable fats and oils, cleavage products, etc	5
Milling products, malt, starches, inulin, wheat gluten	3
Sugars and sugar confectionery	2
Edible vegetables and certain roots and tubers	2
Miscellaneous edible preparations	2
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	14
China	13
China, Hong Kong SAR	5
United Kingdom	5
Germany	5
Netherlands	4
Japan	3
France	3
Viet Nam	3
Italy	3
Others	25

By regions

Region	Percent
Asia	40
Northern America	16
Western Europe	15
Northern Europe	10
Eastern Europe	6
Southern Europe	6

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2

Catalogue of Diversification Opportunities 2022

	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
Iron and steel	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$0-0	VN 655.6	JP 268	PH 69.7	1370.0
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8

Catalogue of Diversification Opportunities 2022

	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2

Catalogue of Diversification Opportunities 2022

	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1

Catalogue of Diversification Opportunities 2022

	(020220) Bovine cuts bone in, frozen, \$3-9	CN 225.5	KR 153.3	AE 6.1	411.8
	(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
Dairy products, eggs, honey, edible animal product nes	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(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
	(040630) Cheese processed, not grated or powdered, \$3-7	DE 73.9	AU 30.5	SA 23.3	262.2
Edible vegetables and certain roots and tubers	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5

Catalogue of Diversification Opportunities 2022

	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100510) Maize (corn) seed, \$2-6	HU 24.2	GB 21.3	RO 20.2	244.7
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(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

Catalogue of Diversification Opportunities 2022

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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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

Catalogue of Diversification Opportunities 2022

	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
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
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7

Catalogue of Diversification Opportunities 2022

	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Ukraine

Basic statistics

Current diversification (number of products)	11,480	Potential new products more complex (percentage)	84
Potential new products	1,872	Export opportunity in more complex products (percentage)	60
Potential new products more complex than the country's average	1,578	Import replacement opportunity in more complex products (percentage)	68

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Vehicles other than railway, tramway	19
Machinery & mech appliance etc	8
Plastics and articles thereof	6
Organic chemicals	6
Inorganic chemicals, precious metal compound, isotopes	5
Electrical, electronic equipment	5
Optical, photo, technical, medical, etc apparatus	4
Pharmaceutical products	4
Miscellaneous chemical products	4
Nickel and articles thereof	4
Sum of others with smaller share	35

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

By countries

Country	Percent
USA	12
China	12
Germany	8
France	6
United Kingdom	5
Netherlands	4
Rep. of Korea	3
Italy	3
India	3
Japan	3
Others	26

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	15
Northern Europe	9
Eastern Europe	6
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
Meat and edible meat offal	34
Fish, crustaceans, molluscs, aquatic invertebrates nes	14
Animal,vegetable fats and oils, cleavage products, etc	9

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal product nes	8
Milling products, malt, starches, inulin, wheat gluten	8
Edible fruit, nuts, peel of citrus fruit, melons	7
Sugars and sugar confectionery	4
Lac, gums, resins, vegetable saps and extracts nes	4
Edible vegetables and certain roots and tubers	3
Meat, fish and seafood food preparations nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Coffee, tea, mate and spices	1
Vegetable, fruit, nut, etc food preparations	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
China	12
Japan	10
United Kingdom	7
Netherlands	6
Finland	5

By regions

Region	Percent
Asia	36
Western Europe	19
Northern Europe	17
Northern America	9
Southern Europe	9

Catalogue of Diversification Opportunities 2022

Italy	5	Eastern Europe	7
USA	5		
Austria	5		
Germany	4		
Canada	3		
France	3		
Romania	3		
Others	18		

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
	(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
	(283691) Lithium carbonates, \$0-11	CN 80.3	NL 75.5	JP 40.3	222.0

Catalogue of Diversification Opportunities 2022

Organic chemicals	(290250) Styrene, \$1-2	KR 186.6	TH 56.9	FI 45.5	399.2
	(290110) Saturated acyclic hydrocarbons, \$1-17	FI 267.7	FR 26.2	ID 15	327.6
	(290531) Ethylene glycol (ethanediol), \$0-0	ID 112	GB 96	VN 21.8	291.0
	(291712) Adipic acid, its salts & esters, \$1-4	CA 121.8	JP 34.9	ES 23.5	208.7
	(290110) Saturated acyclic hydrocarbons, \$0-1	CN 62.6	JP 55.4	EE 24.1	203.2
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
	(300390) Medicaments nes, formulated, in bulk, \$136-318	ES 44.7	AT 38.9	NL 33.2	214.8
	(300432) Adrenal cortical hormones, in dosage, \$566-1947	DE 63.1	SA 47.2	KR 20.5	200.6
	(300660) Contraceptive preps based on hormones or spermicides, \$277-610	GB 45.3	DE 44.5	HU 18.7	191.2
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381512) Supported catalysts, precious metal based, \$204-452	CZ 229.1	SG 130.1	DE 65	701.5
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6

Catalogue of Diversification Opportunities 2022

	(381519) Supported catalysts, except nickel or precious metal, \$0-5	CA 56.2	FR 36.4	AE 33.8	186.5
	(381512) Supported catalysts, precious metal based, \$0-39	FR 55.9	US 10.4	BN 6.4	125.0
Plastics and articles thereof	(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
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(392119) Sheet etc, cellular of plastics nes, \$52-171	US 262	KR 63.9	FR 28.4	404.0
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2
Nickel and articles thereof	(750210) Nickel unwrought, not alloyed, \$13-16	CN 985.7	US 879.2	DE 461.3	3935.8
	(750300) Nickel waste or scrap, \$9-16	JP 42.8	US 27.8	DE 25.3	134.2
	(750522) Wire, nickel alloy, \$0-24	CH 37.2	CN 17.3	DE 14.9	122.3
	(750620) Plates, sheet, strip and foil, nickel alloy, \$0-22	FR 20.3	US 16.6	CN 8.1	80.5
	(750512) Bars, rods and profiles, nickel alloy, \$0-23	FR 38.2	IT 20.6	BR 6	76.3
Machinery & mech appliance etc	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9

Catalogue of Diversification Opportunities 2022

	(841810) Combined refrigerator-freezers, two door, \$1081-2714	US 307.3	FI 17.8	HK 9.4	341.4
	(840220) Super-heated water boilers, \$5-38	ID 219.3	UA 11.2	LV 5.1	263.2
	(842691) Cranes designed for mounting on road vehicles, \$35478-75354	GB 129.6	DE 45.7	CA 33.9	258.4
Electrical, electronic equipment	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
	(850153) AC motors, multi-phase, of an output > 75 kW, \$17560-40915	DE 107.2	CH 38.9	PL 25.1	229.4
	(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	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870423) Diesel powered trucks weighing > 20 tonnes, \$86409-165647	US 1631.8	CN 373.6	GB 296.1	3157.7
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(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

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902111) Artificial joints, \$1061-2135	FR 315.8	CH 165.9	GB 101.2	809.7
	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6
	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(900661) Photographic discharge lamp flashlight apparatus, \$0-113	CN 153.8	DE 6.7	CA 3	173.7

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(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

Catalogue of Diversification Opportunities 2022

	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(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
Dairy products, eggs, honey, edible animal products	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2
	(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
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
	(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
	(071040) Sweet corn, frozen, uncooked steamed or boiled, \$1-2	CL 2.4	JP 2.3	NL 2	25.5
	(071029) Legumes, except peas and beans, frozen, \$1-2	JP 5.8	AU 1.6	IT 1.1	17.9

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	(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
	(080120) Brazil nuts, fresh or dried, \$6-12	CA 9	CH 1.9	DE 1.8	24.7
Coffee, tea, mate and spices	(091020) Saffron, \$14-796	HK 28.9	FR 3.7	PT 1.7	39.3
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
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(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
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

Catalogue of Diversification Opportunities 2022

	(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
	(130212) Liquorice extract, \$7-20	IT 3.2	FI 1.9	DE 1.5	9.7
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
	(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
	(152200) Degras, residues from treatment animal & veg waxes, \$0-1	FR 19.1	ES 11.4	US 1.7	34.5
	(151610) Animal fats, oils, fractions, hydrogenated, esterifie, \$1-21	GB 6.8	DE 6.5	AU 6.1	27.6
Meat, fish and seafood food preparations nes	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
	(160411) Salmon prepared or preserved, not minced, \$0-6	DK 6.2	ES 1.2	UA 1.1	14.7
	(160220) Livers of any animal prepared or preserved, \$3-12	GB 6.7	RO 1.7	DK .5	12.4
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3

Catalogue of Diversification Opportunities 2022

		(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
		(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
		(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
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
		(200510) Homogenized vegetable preparations, not frozen/vinega, \$0-1	GB 2.7	YE 1.7	FR 1.6	11.5
		(200710) Homogenised jams, jellies, etc, \$6-12	RU 2.8	BE .6	MV .5	6.5
		(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31	FI .3	CN .3	JP .1	1.0
Miscellaneous edible preparations		(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
		(210310) Soya sauce, \$4-8	FR 4.4	ES .6	GB .5	8.8
		(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8
		(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9
		(210230) Baking powders, prepared, \$5-10	EC .2	BW .1	EG .1	1.1

United Arab Emirates

Basic statistics

Current diversification (number of products)	15,944	Potential new products more complex (percentage)	90
Potential new products	975	Export opportunity in more complex products (percentage)	84
Potential new products more complex than the country's average	874	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
Organic chemicals	16
Pharmaceutical products	14
Machinery & mech appliance etc	11
Iron and steel	8
Inorganic chemicals, precious metal compound, isotopes	7
Pulp of wood, fibrous cellulosic material, waste etc	6
Plastics and articles thereof	5
Meat and edible meat offal	5
Electrical, electronic equipment	3
Mineral fuels, oils, distillation products, etc	2
Sum of others with smaller share	24

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

By countries

Country	Percent
USA	14
China	11
Italy	6
Japan	5
Germany	5
Rep. of Korea	5
France	4
Netherlands	4
United Kingdom	3
Thailand	3
Others	22

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	17
Southern Europe	9
Eastern Europe	6
Northern Europe	6

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	51
Animal,vegetable fats and oils, cleavage products, etc	13
Milling products, malt, starches, inulin, wheat gluten	10

Catalogue of Diversification Opportunities 2022

Dairy products, eggs, honey, edible animal products nes	6
Products of animal origin, nes	6
Residues, wastes of food industry, animal fodder	5
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	3
Edible vegetables and certain roots and tubers	3
Meat, fish and seafood food preparations nes	1
Fish, crustaceans, molluscs, aquatic invertebrates nes	1

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

By countries

Country	Percent
China	18
China, Hong Kong SAR	8
Austria	6
United Kingdom	5
Japan	5
Germany	5
Netherlands	5
Italy	4
France	3
Canada	3

By regions

Region	Percent
Asia	43
Western Europe	21
Eastern Europe	10
Northern Europe	9
Southern Europe	9
Northern America	5

Romania	3
Viet Nam	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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(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
	(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
Mineral fuels, oils, distillation products, etc	(270400) Coke, semi-coke of coal, lignite, peat & retort carbo, \$0-0	KZ 232.3	GB 149.8	ID 138.3	862.4
	(270300) Peat (including peat litter), \$0-0	PL 6.5	RO 6.4	TR 6.3	53.0
	(270710) Benzol, \$0-2	MY 15.2	BE 10.4	CA 8	51.7

Catalogue of Diversification Opportunities 2022

	(270120) Coal briquettes, ovoids, similar made solid fuels, \$0-0	IE 5	GB 2.1	SK 1.5	10.2
	(271119) Petroleum gases & gaseous hydrocarbons nes, liquefied, \$43-79	FR 3.7	CY .1	IT .1	4.1
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
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
	(283691) Lithium carbonates, \$0-11	CN 80.3	NL 75.5	JP 40.3	222.0
	(283311) Disodium sulphate, \$0-0	BR 48.1	CZ 9.7	GT 6.9	115.6
Organic chemicals	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
	(293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167	BR 173.2	DE 51.4	CH 48.1	395.0
	(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	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4

Catalogue of Diversification Opportunities 2022

	(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
	(300432) Adrenal cortical hormones, in dosage, \$566-1947	DE 63.1	SA 47.2	KR 20.5	200.6
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$599-819	DE 40.8	IT 13.8	CH 3.2	65.3
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
	(392119) Sheet etc, cellular of plastics nes, \$52-171	US 262	KR 63.9	FR 28.4	404.0
	(390230) Propylene copolymers in primary forms, \$2-3	FR 31.2	CN 17.8	ZA 14.3	136.6
	(390890) Polyamides nes, in primary forms, \$8-17	CN 103.9	FR 6.3	HK 3	120.7
	(390740) Polycarbonates, in primary forms, \$5-9	US 46.3	KR 44.7	CR 5.7	115.2
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
Iron and steel	(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
	(720110) Pig iron, non-alloy, <0.5% phosphorus, \$0-1	DE 92.8	KR 54	BY 42.7	288.5

Catalogue of Diversification Opportunities 2022

	(720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 3-4.75mm, nes, \$0-0	JP 140.4	MY 43.6	UZ 17.3	251.6
	(722550) Cold rolled alloy-steel, width >600mm, nes, \$0-0	CO 76	FR 65.1	IT 18.3	199.7
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(843410) Milking machines, \$673-51879	DE 109	FR 68.7	NL 30.2	374.1
	(845811) Horizontal numerically controlled metal work lathes, \$20585-118730	RU 124.9	IN 48.1	PL 46.3	373.6
	(845811) Horizontal numerically controlled metal work lathes, \$118730-265948	US 85.7	IT 41	CN 30.8	301.7
	(842691) Cranes designed for mounting on road vehicles, \$35478-75354	GB 129.6	DE 45.7	CA 33.9	258.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
	(851631) Electric hair dryers, \$92-273	CN 136	IT 6.1	ES 2.4	150.3
	(850990) Parts of domestic appliances with electric motor, \$45-94	US 83.3	DE 16.3	ID 4.1	113.7
	(854020) Television camera tubes and other photo-cathode tubes, \$197-2008	US 76.4	GR 17	GB 7.8	112.8
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$129-297	CN 31.7	HK 29.7	JP 17.8	108.9

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(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
	(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	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030191) Trout, live, \$3-12	FR 16.9	DE 3.7	IE 1	23.6
Dairy products, eggs, honey, edible animal products nes	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
	(040229) Milk and cream powder sweetened < 1.5% fat, \$7-14	IT 16.5	CN 3.9	AU 3.1	33.4
	(040640) Cheese, blue-veined, \$6-11	AT 4.4	UA 2.9	NZ 2.4	24.1
	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
	(040490) Natural milk products nes, \$17-49	FR 9.3	JP .8	NG .2	10.7

Catalogue of Diversification Opportunities 2022

Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$5-49	VN 72.6	JP 47.7	CN 23	219.5
	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
	(051110) Semen bovine, \$7-620	DK 6.8	DE 2	IE 1.7	18.4
	(050210) Bristles, hair & waste thereof of pigs, hogs or boars, \$10-32	LK .3	JP .2	TN .1	1.0
Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(070920) Asparagus, fresh or chilled, \$3-8	CH 10	NO 5.8	CA 4.2	48.3
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9

Catalogue of Diversification Opportunities 2022

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	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(151930) Industrial fatty alcohols, \$0-1	BE 57.9	FR 48.7	DE 38.4	224.8
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$15-56	KR 28.8	UA 4.9	FR 3.4	45.9
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
Meat, fish and seafood food preparations nes	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
Sugars and sugar confectionery	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
Vegetable, fruit, nut, etc food preparations	(200930) Citrus juice nes (one fruit) not fermented or spirite, \$3-7	FR 5.5	GB 2.6	DK 2.2	14.4
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31	FI .3	CN .3	JP .1	1.0
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8
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
	(230110) Flour or meal, pellet of meat or offal for animal fee, \$0-0	MY 19.3	MM 17.9	US 10.4	108.5

United Kingdom

Basic statistics

Current diversification (number of products)	27,259	Potential new products more complex (percentage)	95
Potential new products	215	Export opportunity in more complex products (percentage)	51
Potential new products more complex than the country's average	204	Import replacement opportunity in more complex products (percentage)	19

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	47
Aircraft, spacecraft, and parts thereof	14
Iron and steel	7
Miscellaneous chemical products	6
Arms and ammunition, parts and accessories thereof	5
Wood and articles of wood, wood charcoal	4
Plastics and articles thereof	3
Vehicles other than railway, tramway	2
Manmade staple fibres	2
Organic chemicals	1
Sum of others with smaller share	9

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

By countries

Country	Percent
China	17
USA	12
Türkiye	7
Finland	5
India	5
Czechia	4
Spain	4
Hungary	4
Poland	3
Estonia	3
Netherlands	3
Others	19

By regions

Region	Percent
Asia	36
Northern Europe	14
Northern America	13
Eastern Europe	13
Western Europe	9
Southern Europe	6
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
Beverages, spirits and vinegar	74
Coffee, tea, mate and spices	11

Catalogue of Diversification Opportunities 2022

Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Animal,vegetable fats and oils, cleavage products, etc	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Cereals	2

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

By countries

Country	Percent
Dominican Rep.	76
South Africa	5
Kuwait	5
Singapore	5
United Kingdom	5
Finland	5

By regions

Region	Percent
Caribbean	76
Asia	10
Northern Europe	10
Sub-Saharan Africa	5

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	(291633) Phenylacetic acid, its salts & esters, \$48-106	IN 9.1	UZ .1	FR .1	9.4
	(292143) Toluidines, derivatives, salts thereof, \$409-862	US 1.7	UA 0	NO 0	1.7

Catalogue of Diversification Opportunities 2022

	(290920) Cyclanic, cyclenic or cycloterpenic ethers and derivs, \$129-191	FR 1	BR .3	US 0	1.3
	(290722) Hydroquinone (quinol), salts, \$26-57	US .7	CO .1	CH 0	0.8
	(290713) Octylphenol, nonylphenol and isomers, salts thereof, \$3-6	US .4	NG .2	AE .1	0.8
Miscellaneous chemical products	(381519) Supported catalysts, except nickel or precious metal, \$15066+	FI 54	SA 17.9		71.9
	(380300) Tall oil, whether or not refined, \$59-125	BE 0	GR 0	ES 0	0.0
	(380130) Carbonaceous pastes for electrodes, furnace linings, \$84-164	BE 0	DK 0	NL 0	0.0
Plastics and articles thereof	(390311) Polystyrene, expansible in primary forms, \$2-3	NL 11.9	FR 8.1	CN 6.1	33.1
	(391290) Cellulose derivatives nes, in primary forms, \$292-341	FI .1	BE 0	GR 0	0.1
	(391520) Polystyrene waste or scrap, \$10-22	NO 0	AT 0	FR 0	0.0
	(390519) Polyvinyl acetate except aqueous dispersion, primary, \$216+	BN 0	AU 0	BR 0	0.0
	(390440) Vinyl chloride copolymers nes in primary forms, \$219-559	US 0	AR 0	ES 0	0.0
Wood and articles of wood, wood charcoal	(440310) Poles, treated or painted with preservatives, \$376-692	GB 7.1	SE 3	NO 2.5	23.4
	(440391) Logs, Oak (Quercus spp), \$0-225	CZ 9.6	PT 4.1	IT 3.2	19.9
	(441219) Plywood, all softwood, each ply < 6mm thick, \$4771+	DK .9	EG 0	TR 0	0.9

Catalogue of Diversification Opportunities 2022

Manmade staple fibres	(551012) Yarn >85% artif staple fibres, multiple,not retail,ne, \$27-30	FR 11.6	UA 0	MY 0	11.6
	(550610) Staple fibres nylon, polyamides, carded or combed, \$207-405	IT 2.6	KR .5	FI 0	3.2
	(551012) Yarn >85% artif staple fibres, multiple,not retail,ne, \$3-13	RS .5	ET .5	RO .5	3.1
	(550942) Yarn >85% other synth staple fibre multiple not retai, \$0-4	VN .9	EG .4	NL .2	2.4
	(551011) Yarn >85% artificial staple fibres, single, not retai, \$35-65	CN .5	SK 0	IT 0	0.5
Iron and steel	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$1-1	US 31.9	PL 17.2	RU 2.3	54.3
	(720941) Cold rolled iron or non-alloy steel, flat, width >600mm, t >3mm, nes, \$0-0	KH 6.6	DE 4.5	SI 1.4	16.7
	(721924) Hot rolled stainless steel flat, w >600mm, t <3mm, \$0-2	GB 1.3	CA .7	PE .6	7.0
	(720410) Waste or scrap, of cast iron, \$21-51	BN 0	BE 0	GR 0	0.1
	(720280) Ferro-tungsten and ferro-silico-tungsten, \$40-55	AR 0	CO 0	PT 0	0.0
Machinery & mech appliance etc	(844400) Machines to extrude, draw, cut manmade textile fibres, \$758441-2720375	TR 62.3	CN 26.3	BG 5.4	101.7
	(846210) Machine tools to forge, stamp, hammer or press metals, \$660342-1332756	HU 44.3	IN 37.3	CN 4.5	98.9
	(846040) Honing or lapping machines, \$259327-564229	CN 58.6	TR 4.2	SE 2.1	68.5
	(848230) Bearings, spherical roller, \$258-605	US 40.5	BR 5.7	IN 5.5	56.9

Catalogue of Diversification Opportunities 2022

	(847751) Pneumatic tyre moulding and retreading machinery, etc, \$1493885-2667288	ES 42.2	BR 5.3	PL 5	52.6
Vehicles other than railway, tramway	(870590) Special purpose motor vehicles nes, \$1312776+	TR 7	VN 4.9	BY 2.7	16.6
	(871610) Trailers for housing or camping, \$46185-51317	NL 2.8	FI 1.5		4.4
	(871130) Motorcycles, spark ignition engine of 250-500 cc, \$0-2255	DO 3.2			3.2
	(871110) Motorcycles, spark ignition engine of < 50 cc, \$0-359	DO 2.9			2.9
Aircraft, spacecraft, and parts thereof	(880211) Helicopters of an unladen weight < 2,000 kg, \$2423890-4262687	CN 89.8	CZ 24.9	LV 18.5	164.8
Arms and ammunition, parts and accessories thereof	(930100) Military weapons, other than hand guns, swords, etc, \$277-5074	EE 28	LT 11.8	US 8.8	63.3
	(930529) Parts and accessories of shotguns or rifles, nes, \$1739-2664	FI 1.7	LU 0	RS 0	1.7

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	(020731) Fatty livers (geese, ducks) domestic fresh or chilled, \$94-148	MY 0	BM 0	IT 0	0.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030569) Fish nes, salted or in brine, not dried or smoked, \$48-79	FI 0	CN 0	CH 0	0.0
	(030542) Herrings, smoked, including fillets, \$16-17	SN 0	LC 0	KZ 0	0.0

Catalogue of Diversification Opportunities 2022

	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0
Edible vegetables and certain roots and tubers	(070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$83+	SK 0	ZA 0	TG 0	0.0
Edible fruit, nuts, peel of citrus fruit, melons	(080300) Bananas, including plantains, fresh or dried, \$37-51	AU 0	NO 0	FR 0	0.0
Coffee, tea, mate and spices	(091030) Turmeric (curcuma), \$210-540	SG .1	GB .1	ZA .1	0.3
Cereals	(100820) Millet, \$26-89	FI .1	GR 0	BB 0	0.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121300) Cereal straw & husks, unprepared, \$12-27	GB 0	ID 0	MY 0	0.0
	(121010) Hop cones, not ground, powdered or pelleted, \$57-156	CH 0	LA 0	MY 0	0.0
Animal,vegetable fats and oils, cleavage products, etc	(151930) Industrial fatty alcohols, \$321+	KW .1	GR 0	SG 0	0.1
	(150810) Ground-nut oil, crude, \$27-46	BW 0	BA 0	FI 0	0.0
Beverages, spirits and vinegar	(220900) Vinegar and substitutes for vinegar from acetic acid, \$1-2	DO 1.6			1.6

United Rep. of Tanzania

Basic statistics

Current diversification (number of products)	4,616	Potential new products more complex (percentage)	81
Potential new products	3,723	Export opportunity in more complex products (percentage)	64
Potential new products more complex than the country's average	3,003	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
Ores, slag and ash	20
Machinery & mech appliance etc	9
Organic chemicals	7
Electrical, electronic equipment	6
Vehicles other than railway, tramway	5
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	5
Plastics and articles thereof	4
Miscellaneous chemical products	3
Pharmaceutical products	3
Sum of others with smaller share	34

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

By countries

Country	Percent
China	28
USA	9
Germany	5
France	4
Netherlands	3
Thailand	3
United Kingdom	3
Rep. of Korea	3
Japan	3
Others	22

By regions

Region	Percent
Asia	52
Western Europe	16
Northern America	11
Northern Europe	6
Eastern Europe	5
Southern Europe	5
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
Residues, wastes of food industry, animal fodder	14
Edible fruit, nuts, peel of citrus fruit, melons	13
Dairy products, eggs, honey, edible animal products	13
Cereals	12

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	12
Animal,vegetable fats and oils, cleavage products, etc	7
Meat, fish and seafood food preparations nes	7
Cereal, flour, starch, milk preparations and products	5
Vegetable, fruit, nut, etc food preparations	5
Milling products, malt, starches, inulin, wheat gluten	3
Miscellaneous edible preparations	2
Sugars and sugar confectionery	2
Edible vegetables and certain roots and tubers	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	2

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

By countries

Country	Percent
USA	10
China	9
Germany	5
United Kingdom	5
Rep. of Korea	5
France	4

By regions

Region	Percent
Asia	40
Western Europe	15
Northern America	12
Northern Europe	11
Southern Europe	7
Eastern Europe	5

Catalogue of Diversification Opportunities 2022

Italy	4	Oceania	3
Japan	4		
Viet Nam	3		
Netherlands	3		
Thailand	3		
Australia	3		
Philippines	3		
Others	27		

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3

Catalogue of Diversification Opportunities 2022

	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300239) Vaccines, veterinary use, except foot and mouth, \$252-563	NL 67.2	IT 60.9	JP 39.2	410.9
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
Plastics and articles thereof	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1

Catalogue of Diversification Opportunities 2022

	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
Iron and steel	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
	(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
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
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1

Catalogue of Diversification Opportunities 2022

	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8

Catalogue of Diversification Opportunities 2022

	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7

Catalogue of Diversification Opportunities 2022

	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible vegetables and certain roots and tubers	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4

Catalogue of Diversification Opportunities 2022

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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(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	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(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
	(120400) Linseed, \$0-3	FR 6.7	DE 3.8	AU 1.2	16.9
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6

Catalogue of Diversification Opportunities 2022

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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
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
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7

Catalogue of Diversification Opportunities 2022

Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
	(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2
	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8
	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7

Catalogue of Diversification Opportunities 2022

	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7

United States Minor Outlying Islands

Basic statistics

Current diversification (number of products)	503	Potential new products more complex (percentage)	66
Potential new products	3,220	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	2,121	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
Machinery & mech appliance etc	13
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Iron and steel	3
Miscellaneous chemical products	3
Pharmaceutical products	2
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	15
France	7
Germany	6
China	5
Thailand	4
United Kingdom	4
Japan	3
Russian Federation	3
Rep. of Korea	3
India	3
Netherlands	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	17
Eastern Europe	9
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
Dairy products, eggs, honey, edible animal products	20
Edible fruit, nuts, peel of citrus fruit, melons	13

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	12
Animal,vegetable fats and oils, cleavage products, etc	9
Vegetable, fruit, nut, etc food preparations	7
Cocoa and cocoa preparations	7
Cereals	7
Miscellaneous edible preparations	5
Meat, fish and seafood food preparations nes	4
Edible vegetables and certain roots and tubers	3
Beverages, spirits and vinegar	2
Sugars and sugar confectionery	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Products of animal origin, nes	2
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	11
Russian Federation	9
China	6
Germany	6

By regions

Region	Percent
Asia	34
Western Europe	18
Eastern Europe	14
Northern America	13

Catalogue of Diversification Opportunities 2022

United Kingdom	6	Northern Europe	11
France	5	Southern Europe	5
Japan	4		
Philippines	3		
China, Hong Kong SAR	3		
Netherlands	3		
Others	26		

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6

Catalogue of Diversification Opportunities 2022

	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
Paper & paperboard,	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7

Catalogue of Diversification Opportunities 2022

articles of pulp, paper and board					
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	FR 263	IT 60.8	ES 39.7	560.2
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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

Catalogue of Diversification Opportunities 2022

Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Optical, photo, technical, medical, etc apparatus	(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, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

Catalogue of Diversification Opportunities 2022

	(901420) Instruments nes for aeronautical/space navigation, \$1997-32976	FR 412.5	US 164.4	AU 36.6	846.9
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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 product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Products of animal origin, nes	(050400) Guts, bladders and stomachs of animals except fish, \$2-12	CN 193.8	KR 53	PL 51.2	453.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1

Catalogue of Diversification Opportunities 2022

	(070690) Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
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
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080520) Mandarin, clementine & citrus hybrids, fresh or dried, \$0-1	RU 83.7	PH 79.5	FR 12.9	243.7
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(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
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$1-5	VN 22.5	US 1.9	DE 1.7	32.1
	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled, >2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1

Catalogue of Diversification Opportunities 2022

Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
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Uruguay

Basic statistics

Current diversification (number of products)	4,207	Potential new products more complex (percentage)	72
Potential new products	4,000	Export opportunity in more complex products (percentage)	50
Potential new products more complex than the country's average	2,864	Import replacement opportunity in more complex products (percentage)	34

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	23
Machinery & mech appliance etc	11
Organic chemicals	6
Iron and steel	6
Electrical, electronic equipment	5
Vehicles other than railway, tramway	4
Optical, photo, technical, medical, etc apparatus	3
Inorganic chemicals, precious metal compound, isotopes	3
Plastics and articles thereof	3
Articles of iron or steel	3
Sum of others with smaller share	32

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

By countries

Country	Percent
China	29
USA	10
France	5
Germany	4
United Kingdom	3
Rep. of Korea	3
Canada	3
Belgium	3
Thailand	3
Others	21

By regions

Region	Percent
Asia	51
Western Europe	15
Northern America	12
Eastern Europe	6
Northern Europe	5
Southern Europe	5

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	18
Meat and edible meat offal	11
Tobacco and manufactured tobacco substitutes	7
Beverages, spirits and vinegar	7

Catalogue of Diversification Opportunities 2022

Cereal, flour, starch, milk preparations and products	6
Animal,vegetable fats and oils, cleavage products, etc	6
Meat, fish and seafood food preparations nes	6
Vegetable, fruit, nut, etc food preparations	6
Residues, wastes of food industry, animal fodder	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	5
Cereals	4
Cocoa and cocoa preparations	4
Milling products, malt, starches, inulin, wheat gluten	3
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	18
China	10
United Kingdom	5
Germany	5
Netherlands	5
China, Hong Kong SAR	4

By regions

Region	Percent
Asia	31
Northern America	20
Western Europe	17
Northern Europe	12
Southern Europe	9
Eastern Europe	7

Catalogue of Diversification Opportunities 2022

Italy	4
France	3
Spain	3
Japan	3
Rep. of Korea	3
Others	23

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(261900) Waste, scale, dross, slag of iron or steel industry, \$0-0	PH 7.7	BE 4.3	US 3.9	35.0
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7

Catalogue of Diversification Opportunities 2022

	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(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
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$0-2	DE 229.4	CN 53.7	PL 32.3	400.7
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5
	(392030) Sheet/film not cellular/reinf polymers of styrene, \$0-2	FR 138.5	CA 54.5	NL 39.8	283.6
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

Catalogue of Diversification Opportunities 2022

	(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
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6	FR 40.3	RU 40.2	EG 27.2	276.5
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(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
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0

Catalogue of Diversification Opportunities 2022

	(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
	(850780) Electric accumulators, nes, \$146-347	SE 145.6	BE 113.7	AU 52.2	485.1
Vehicles other than railway, tramway	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870590) Special purpose motor vehicles nes, \$37716-130637	FR 347.8	RU 113.9	TH 37.5	937.6
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
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, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(903140) Optical instruments and appliances, nes, \$0-191	CN 437.1	SG 38.4	MY 12	523.8
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
	(030619) Crustaceans nes, frozen,, \$6-17	KR 5.8	SA 5.5	NZ 5.3	31.9
Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0

Catalogue of Diversification Opportunities 2022

	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, net, \$4-7	CN 51.2	FR 29.7	AU 6.9	100.5
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
	(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

Catalogue of Diversification Opportunities 2022

	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
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
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-4	US 30.5	CZ 23.8	CA 18.2	101.8
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$8-14	DE 23.9	CA 16.8	FR 13.8	85.8
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4

Catalogue of Diversification Opportunities 2022

	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180610) Cocoa powder, sweetened, \$8-17	GB 14.5	KW 6.2	AU 1.8	26.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
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
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
	(190540) Rusks, toasted bread and similar toasted products, \$4-9	MU 2.2	US 1.2	CN .5	7.4
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4

Catalogue of Diversification Opportunities 2022

	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2	FR 40.1	RU 32.6	LV 8.9	89.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
Residues, wastes of food industry, animal fodder	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Uzbekistan

Basic statistics

Current diversification (number of products)	2,915	Potential new products more complex (percentage)	74
Potential new products	4,176	Export opportunity in more complex products (percentage)	48
Potential new products more complex than the country's average	3,109	Import replacement opportunity in more complex products (percentage)	60

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	12
Organic chemicals	9
Electrical, electronic equipment	8
Iron and steel	7
Optical, photo, technical, medical, etc apparatus	6
Plastics and articles thereof	6
Vehicles other than railway, tramway	5
Wood and articles of wood, wood charcoal	4
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	13
Germany	7
China	7
France	6
United Kingdom	4
Thailand	4
Japan	3
Canada	3
Rep. of Korea	3
Italy	3
Netherlands	3
India	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	16
Northern Europe	7
Eastern 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
Dairy products, eggs, honey, edible animal product nes	19

Catalogue of Diversification Opportunities 2022

Cereals	15
Meat and edible meat offal	9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Meat, fish and seafood food preparations nes	6
Animal,vegetable fats and oils, cleavage products, etc	6
Cereal, flour, starch, milk preparations and products	5
Edible fruit, nuts, peel of citrus fruit, melons	5
Fish, crustaceans, molluscs, aquatic invertebrates nes	4
Vegetable, fruit, nut, etc food preparations	4
Tobacco and manufactured tobacco substitutes	3
Residues, wastes of food industry, animal fodder	3
Cocoa and cocoa preparations	3
Beverages, spirits and vinegar	3
Sum of others with smaller share	10

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

By countries

Country	Percent
China	12
USA	11
Germany	8

By regions

Region	Percent
Asia	36
Western Europe	17
Northern Europe	13

Catalogue of Diversification Opportunities 2022

United Kingdom	6	Northern America	12
Japan	6	Southern Europe	7
Viet Nam	4	Eastern Europe	7
Netherlands	3		
Italy	3		
Russian Federation	3		
Others	26		

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	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(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
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3

Catalogue of Diversification Opportunities 2022

Organic chemicals	(293390) Heterocyclic compounds with N-hetero-atom(s) only, nes, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
	(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
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(441212) Plywood, 1 or 2 outer ply non-conifer nes (ply <6 mm), \$419-764	US 646.8	FR 180.5	VN 45.5	976.4

Catalogue of Diversification Opportunities 2022

	(440122) Wood in chips, non-coniferous, \$0-0	CN 273.6	JP 238.3	ID 93.6	694.4
	(440130) Sawdust, wood waste or scrap, \$0-0	IT 166.6	DK 146.5	BE 109.6	608.4
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
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
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7

Catalogue of Diversification Opportunities 2022

	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(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
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
Vehicles other than railway, tramway	(870390) Automobiles including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870590) Special purpose motor vehicles, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7

Catalogue of Diversification Opportunities 2022

	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0

Catalogue of Diversification Opportunities 2022

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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9	ES 5	IT 4.5	NL 2.7	25.5
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible fruit, nuts, peel of citrus fruit, melons	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2

Catalogue of Diversification Opportunities 2022

	(081120) Rasp-, mul-berries, etc (uncooked, steam, boil),froze, \$1-4	BA 3.9	BE 3.2	FI 2.9	24.6
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100510) Maize (corn) seed, \$2-6	HU 24.2	GB 21.3	RO 20.2	244.7
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
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
	(150990) Olive oil, fractions, refined, not chemically modifie, \$0-2	IT 75.8	PT 68.9	US 33.8	242.1
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5

Catalogue of Diversification Opportunities 2022

	(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
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7

Catalogue of Diversification Opportunities 2022

	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230990) Animal feed preparations, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3

Catalogue of Diversification Opportunities 2022

		(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
Tobacco manufactured substitutes	and tobacco	(240399) Products of tobacco, substitutes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1

Vanuatu

Basic statistics

Current diversification (number of products)	435	Potential new products more complex (percentage)	64
Potential new products	2,956	Export opportunity in more complex products (percentage)	24
Potential new products more complex than the country's average	1,894	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
Machinery & mech appliance etc	12
Plastics and articles thereof	11
Electrical, electronic equipment	10
Optical, photo, technical, medical, etc apparatus	6
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Articles of apparel, accessories, knit or crochet	3
Organic chemicals	3
Iron and steel	3
Miscellaneous chemical products	2
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	17
France	8
Germany	5
China	4
United Kingdom	4
Thailand	4
Japan	3
Netherlands	3
Italy	3
Others	28

By regions

Region	Percent
Asia	32
Western Europe	21
Northern America	19
Eastern Europe	8
Northern Europe	7
Southern Europe	7
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	15
Cocoa and cocoa preparations	15
Cereal, flour, starch, milk preparations and products	12
Vegetable, fruit, nut, etc food preparations	12

Catalogue of Diversification Opportunities 2022

Animal, vegetable fats and oils, cleavage products, etc	10
Miscellaneous edible preparations	8
Dairy products, eggs, honey, edible animal products nes	8
Edible vegetables and certain roots and tubers	3
Sugars and sugar confectionery	3
Meat, fish and seafood food preparations nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Beverages, spirits and vinegar	2
Milling products, malt, starches, inulin, wheat gluten	2
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	17
United Kingdom	10
Netherlands	6
Germany	6
United Arab Emirates	5
Japan	4

By regions

Region	Percent
Asia	30
Northern America	20
Western Europe	19
Northern Europe	13
Eastern Europe	8
Southern Europe	5

Catalogue of Diversification Opportunities 2022

France	4
Russian Federation	3
Malaysia	3
Others	23

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
	(292249) Amino-acids nes, esters, salts thereof, \$0-3	US 107.8	FR 45.2	NL 33.7	295.5
Miscellaneous chemical products	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3

Catalogue of Diversification Opportunities 2022

	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
	(380840) Disinfectants, packaged for retail sale, \$2-8	CA 96.9	CN 45.7	GB 22	335.7
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(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
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Articles of apparel, accessories, knit or crochet	(610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8

Catalogue of Diversification Opportunities 2022

	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
	(722540) Hot rolled alloy-steel, not in coil width >600mm, nes, \$0-2	KR 47.3	VN 44.4	RU 40.9	320.9
	(721012) Flat rolled iron or non-alloy steel, coated with tin, w >600mm, t <0.5m, \$0-1	PH 43.8	UA 26.4	ZA 19.6	268.6
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0
	(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
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6

Catalogue of Diversification Opportunities 2022

	(842951) Front end shovel loaders, \$27366-72431	FR 443.6	RU 233.1	US 207.4	1552.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(851679) Electro-thermic appliances, domestic, nes, \$0-24	US 476.4	ES 67.8	DE 56.6	904.5
Optical, photo, technical, medical, etc apparatus	(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
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4
	(901910) Massage and psychological aptitude-test apparatus, \$14-70	US 370.9	NL 23.9	VN 20.6	518.1

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	
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030490) Fish meat & mince, except liver, roe & fillets, froze, \$2-8	TH 80.1	PH 42	JP 36.2	290.0
	(030739) Mussels, frozen, dried, salted or in brine, \$3-8	US 5.3	AE .7	CA .4	9.0
Dairy products, eggs, honey, edible animal product nes	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040299) Milk and cream nes sweetened or concentrated, \$1-3	RU 67.9	PH 48.1	SA 28.7	232.1
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-0	PH 68.6	IT 47.6	MO 14.6	199.4
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(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	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6

Catalogue of Diversification Opportunities 2022

	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Milling products, malt, starches, inulin, wheat gluten	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1

Catalogue of Diversification Opportunities 2022

Meat, fish and seafood food preparations nes	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160411) Salmon prepared or preserved, not minced, \$0-6	DK 6.2	ES 1.2	UA 1.1	14.7
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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
	(170112) Raw sugar, beet, \$0-2	KE 7.6	FR 2.2	MU 1.9	14.2
	(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	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(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
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7

Catalogue of Diversification Opportunities 2022

	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(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
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9

Venezuela

Basic statistics

Current diversification (number of products)	2,953	Potential new products more complex (percentage)	78
Potential new products	3,968	Export opportunity in more complex products (percentage)	53
Potential new products more complex than the country's average	3,090	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
Machinery & mech appliance etc	12
Organic chemicals	7
Electrical, electronic equipment	7
Iron and steel	7
Vehicles other than railway, tramway	6
Plastics and articles thereof	6
Optical, photo, technical, medical, etc apparatus	5
Pharmaceutical products	3
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	41

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

By countries

Country	Percent
USA	12
China	7
Germany	6
France	6
Thailand	4
United Kingdom	4
Spain	3
Netherlands	3
Japan	3
Italy	3
India	3
Belgium	3
Rep. of Korea	3
Others	29

By regions

Region	Percent
Asia	36
Western Europe	21
Northern America	14
Eastern Europe	7
Southern Europe	7
Northern Europe	7
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	16
Dairy products, eggs, honey, edible animal products nes	14
Residues, wastes of food industry, animal fodder	9
Cereals	9
Edible fruit, nuts, peel of citrus fruit, melons	9
Beverages, spirits and vinegar	7
Animal, vegetable fats and oils, cleavage products, etc	6
Cereal, flour, starch, milk preparations and products	5
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	4
Vegetable, fruit, nut, etc food preparations	3
Tobacco and manufactured tobacco substitutes	3
Meat, fish and seafood food preparations nes	3
Miscellaneous edible preparations	2
Edible vegetables and certain roots and tubers	2
Sum of others with smaller share	7

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

By countries

Country	Percent
China	15
USA	11
Germany	8
United Kingdom	6
Netherlands	4
Rep. of Korea	4
Philippines	3
Italy	3
France	3
Viet Nam	3
Russian Federation	3
Others	24

By regions

Region	Percent
Asia	41
Western Europe	18
Northern America	12
Northern Europe	10
Eastern Europe	6
Southern Europe	5

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8

Catalogue of Diversification Opportunities 2022

	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390230) Propylene copolymers in primary forms, \$1-2	ID 228.6	JP 131.8	MY 75.5	870.1
	(390760) Polyethylene terephthalate, in primary forms, \$0-1	IN 135.3	ES 42.3	PK 40.5	711.8
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5

Catalogue of Diversification Opportunities 2022

	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2	NL 112.6	FR 108.1	BE 18	308.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8

Catalogue of Diversification Opportunities 2022

	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850910) Domestic vacuum cleaners, \$0-65	DE 139.4	NL 110.9	ES 66	568.4
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
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(901819) Electro-diagnostic apparatus, nes, \$65-2315	JP 207.2	US 169.6	IN 57.6	535.7

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	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020721) Fowls, domestic, whole, frozen, \$1-2	EG 95.7	VN 13.3	RU 12.4	211.7
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
Dairy products, eggs, honey, edible animal product nes	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
Edible vegetables and certain roots and tubers	(070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2	US 30.3	CA 13.2	GB 9.6	117.6
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5

Catalogue of Diversification Opportunities 2022

	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1

Catalogue of Diversification Opportunities 2022

	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(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
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6

Catalogue of Diversification Opportunities 2022

	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinegar, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5

Catalogue of Diversification Opportunities 2022

Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220820) Spirits obtained by distilling grape wine, grape marc, \$0-7	RU 284.9	FR 72.9	PH 23.9	432.9
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1	US 40	KR 39.9	JP 39.4	279.7
	(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
	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Viet Nam

Basic statistics

Current diversification (number of products)	14,158	Potential new products more complex (percentage)	87
Potential new products	1,195	Export opportunity in more complex products (percentage)	43
Potential new products more complex than the country's average	1,037	Import replacement opportunity in more complex products (percentage)	45

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	21
Vehicles other than railway, tramway	18
Pharmaceutical products	11
Machinery & mech appliance etc	8
Inorganic chemicals, precious metal compound, isotopes	5
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	3
Meat and edible meat offal	3
Arms and ammunition, parts and accessories thereof	3
Electrical, electronic equipment	3
Sum of others with smaller share	21

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

By countries

Country	Percent
USA	12
China	10
Germany	8
United Kingdom	5
France	5
Thailand	4
Japan	4
Italy	4
Russian Federation	3
Belgium	3
Netherlands	3
Switzerland	3
Rep. of Korea	3
Others	24

By regions

Region	Percent
Asia	32
Western Europe	24
Northern America	14
Northern Europe	10
Eastern Europe	7
Southern Europe	7
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	33
Cereal, flour, starch, milk preparations and products	13
Dairy products, eggs, honey, edible animal products	12
Tobacco and manufactured tobacco substitutes	10
Live animals	9
Animal, vegetable fats and oils, cleavage products, etc	7
Milling products, malt, starches, inulin, wheat gluten	4
Cereals	3
Fish, crustaceans, molluscs, aquatic invertebrates	2
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	2
Residues, wastes of food industry, animal fodder	2
Edible vegetables and certain roots and tubers	1
Sugars and sugar confectionery	1
Meat, fish and seafood food preparations nes	1
Sum of others with smaller share	1

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

By countries

Country	Percent
China	24
Japan	11
Germany	10
Italy	5
Austria	5
United Kingdom	4
Netherlands	4
USA	3
Romania	3
Others	15

By regions

Region	Percent
Asia	45
Western Europe	20
Southern Europe	10
Eastern Europe	9
Northern Europe	8
Northern America	4

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7

Catalogue of Diversification Opportunities 2022

	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
Inorganic chemicals, precious metal compound, isotopes	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1
	(282520) Lithium oxide and hydroxide, \$12-38	JP 402.5	KR 161.6	ES 3.5	581.8
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
	(281820) Aluminium oxide, except artificial corundum, \$0-7	US 59.4	IN 53.3	IT 35	254.2
Organic chemicals	(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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0

Catalogue of Diversification Opportunities 2022

Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
Iron and steel	(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
	(722490) Semi-finished products of alloy steel except stainless, \$0-1	US 312.5	FR 23.9	CN 18.9	384.9
	(720441) Waste from the mechanical working of iron or steel ne, \$0-0	IT 213.8	DE 114.3	VN 17.2	373.9
	(722540) Hot rolled alloy-steel, not in coil width >600mm, nes, \$0-2	KR 47.3	VN 44.4	RU 40.9	320.9
	(720110) Pig iron, non-alloy, <0.5% phosphorus, \$0-1	DE 92.8	KR 54	BY 42.7	288.5
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9
	(843410) Milking machines, \$673-51879	DE 109	FR 68.7	NL 30.2	374.1

Catalogue of Diversification Opportunities 2022

	(847982) Machines to mix, knead, crush, grind, etc, nes, \$6557-15791	CN 141.1	US 32	NO 24.5	274.3
	(842620) Tower cranes, \$63322-117540	RU 68.5	SG 31.8	GB 19.9	268.4
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(853120) Indicator panels incorporating electronic displays, \$348-846	PH 187.1	CH 1.6	CL 1.1	193.3
	(851629) Electric space heating nes and soil heating apparatus, \$182-402	CN 75.4	AU 12.6	IE 10.1	115.5
	(852910) Aerials and aerial reflectors, \$300-392	KR 48.5	GB 40.9	DK 2.3	100.9
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
	(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
	(870600) Motor vehicle chassis fitted with engine, \$71767-175970	CO 104.8	PT 73.6	IL 63.2	398.4
Optical, photo, technical, medical, etc apparatus	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

Catalogue of Diversification Opportunities 2022

	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(902720) Chromatographs, electrophoresis instruments, \$5199-18958	SG 80.2	RU 49.4	NL 10.4	203.4
	(900661) Photographic discharge lamp flashlight apparatus, \$0-113	CN 153.8	DE 6.7	CA 3	173.7
	(902830) Electricity supply, production and calibrating meters, \$521-1630	IT 154.9	SG 2.8	CN 2.5	167.9
Arms and ammunition, parts and accessories thereof	(930690) Munitions of war, ammunition/projectiles and parts, \$12-71	TH 2113.9	PH 55.8	AO 44.4	2419.3
	(930630) Cartridges nes, parts thereof, \$17-52	DE 24.1	LV 11.3	NZ 3.9	75.8
	(930621) Cartridges, shotgun, \$5-24	NE 22	NP 4.5	ES 3.8	53.1
	(930390) Signal pistols, etc, humane killers, etc, \$51-909	TH 35.3	IN 3.7	AU 1.4	43.2
	(930330) Rifles, sporting, hunting or target-shooting, nes, \$390-976	BE 4.7	RU 4.6	NZ 4.4	40.7

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6

Catalogue of Diversification Opportunities 2022

	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
Dairy products, eggs, honey, edible animal products nes	(040130) Milk and cream not concentrated nor sweetened < 6% fat, \$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
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(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
Edible vegetables and certain roots and tubers	(071021) Peas, frozen, uncooked steamed or boiled, \$0-1	GB 10.2	US 6.3	CN 4.7	44.6
Cereals	(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

Catalogue of Diversification Opportunities 2022

	(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
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
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
	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
	(151610) Animal fats, oils, fractions, hydrogenated, esterifie, \$1-21	GB 6.8	DE 6.5	AU 6.1	27.6
	(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
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
	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6

Catalogue of Diversification Opportunities 2022

Sugars and sugar confectionery	(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
	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
	(170199) Refined sugar, in solid form, nes, pure sucrose, \$6-25	SA .8	FR .7	IN .7	3.8
	(170220) Maple sugar and maple syrup, \$10-21	IT 1	NL .5	ID .1	2.2
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
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
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
Tobacco and manufactured tobacco substitutes	(240399) Products of tobacco, substitutes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1

Wallis and Futuna Isds

Basic statistics

Current diversification (number of products)	102	Potential new products more complex (percentage)	66
Potential new products	1,941	Export opportunity in more complex products (percentage)	25
Potential new products more complex than the country's average	1,279	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
Machinery & mech appliance etc	12
Plastics and articles thereof	9
Electrical, electronic equipment	8
Pharmaceutical products	6
Articles of apparel, accessories, knit or crochet	5
Articles of apparel, accessories, not knit or crochet	4
Paper & paperboard, articles of pulp, paper and board	4
Optical, photo, technical, medical, etc apparatus	4
Articles of iron or steel	3
Aluminium and articles thereof	2
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	18
France	9
China	5
Germany	5
United Kingdom	5
Italy	3
Belgium	3
Russian Federation	3
Japan	3
Netherlands	3
Thailand	3
Others	26

By regions

Region	Percent
Asia	29
Western Europe	23
Northern America	20
Eastern Europe	9
Southern Europe	7
Northern Europe	7

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Cereal, flour, starch, milk preparations and products	17
Edible fruit, nuts, peel of citrus fruit, melons	13

Catalogue of Diversification Opportunities 2022

Cocoa and cocoa preparations	11
Dairy products, eggs, honey, edible animal products	11
Edible vegetables and certain roots and tubers	9
Miscellaneous edible preparations	7
Vegetable, fruit, nut, etc food preparations	7
Animal, vegetable fats and oils, cleavage products, etc	5
Live trees, plants, bulbs, roots, cut flowers etc	4
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	4
Residues, wastes of food industry, animal fodder	4
Meat, fish and seafood food preparations nes	3
Lac, gums, resins, vegetable saps and extracts nes	2
Coffee, tea, mate and spices	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	13
United Kingdom	8
Russian Federation	8
France	6

By regions

Region	Percent
Asia	30
Western Europe	21
Northern America	15
Eastern Europe	12

Catalogue of Diversification Opportunities 2022

Netherlands	6	Northern Europe	11
Germany	5	Southern Europe	5
United Arab Emirates	4	Sub-Saharan Africa	3
China	4		
Japan	4		
Thailand	3		
Others	25		

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	
Pharmaceutical products	(300490) Medicaments nes, in dosage, \$157-352	US 3289.8	BE 2563.2	TR 627.7	9319.5
	(300420) Antibiotics nes, in dosage, \$27-143	US 449.9	IT 108.3	RU 96.4	1242.6
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(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
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

Catalogue of Diversification Opportunities 2022

	(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
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(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
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(480300) Paper, household, sanitary, width > 36 centimetres, \$1-4	KE 38.3	TH 35.9	DE 24.8	345.4
	(480560) Paper, weighing 150 g/m2 or less, uncoated, nes, \$0-1	PH 39.2	NZ 31.7	RU 29.3	333.7
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
	(611120) Babies garments, accessories of cotton, knit, \$0-20	PL 105	GB 76.7	FR 60.9	513.2
	(611592) Hosiery nes, of cotton, knit, \$0-14	FR 83.5	DE 81	ES 56.9	511.0
	(610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8

Catalogue of Diversification Opportunities 2022

	(610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12	JP 207.4	US 80.2	FR 44.1	377.0
Articles of apparel, accessories, not knit or crochet	(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
	(620469) Womens, girls trousers, shorts, material nes, not kni, \$0-9	DE 66.1	ES 40.3	RU 36.8	330.7
	(620292) Womens, girls anoraks etc of cotton, not knit, \$14-51	FR 76.2	JP 46.9	US 42.1	316.7
	(620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58	FR 81	US 66.5	JP 61.6	316.1
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
	(730840) Props etc for scaffold, shuttering, pits, iron/steel, \$1-3	MW 80.6	PH 59.6	JP 49.1	559.5
	(731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2	VN 156.5	FR 90.8	KR 33.6	490.9
	(732599) Cast articles of iron or steel, nes, \$2-22	US 179.1	PL 61.8	IT 40.5	473.3
	(730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1	FR 206.4	CZ 37.6	ES 34.1	468.6
Aluminium and articles thereof	(760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6	US 360.3	CH 110.3	BE 64.6	871.8
	(760429) Bars, rods and other profiles, aluminium alloyed, \$0-3	DE 406.2	FR 61.4	ES 53.4	811.0
	(761090) Aluminium structures and parts nes, for construction, \$5-16	ID 166	GB 53.2	US 48.2	689.4

Catalogue of Diversification Opportunities 2022

	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$0-5	FR 140.1	KH 81.6	CZ 36.5	477.1
	(761290) Aluminium casks, drums, boxes etc, capacity <300 liter, \$5-21	GB 68	AT 45.6	US 34.3	407.1
Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(847990) Parts of machines and mechanical appliances nes, \$101-223	CN 1325.2	NL 357.6	FR 124.7	2293.1
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(841290) Parts of hydraulic/pneumatic/other power engines, \$0-17	ES 299.1	NL 184.8	SE 157.7	1239.5
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(851830) Headphones, earphones, combinations, \$7-108	CN 218.4	AU 179.2	CA 165.2	1041.5
	(854460) Electric conductors, for over 1,000 volts, nes, \$5-27	US 271.6	PH 142.8	CN 86.1	1021.6
	(854211) Monolithic integrated circuits, digital, \$87-590	US 933.9	PE 17.1	AR 12.2	973.5
Optical, photo, technical, medical, etc apparatus	(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, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4

Catalogue of Diversification Opportunities 2022

	(903290) Parts and accessories for automatic controls, \$41-198	VN 170.4	JP 114.6	CN 93.9	661.0
	(902119) Orthopaedic/fracture appliances, nes, \$35-397	US 186	GB 127.3	NL 57.4	605.5
	(902190) Orthopaedic appliances, nes, \$1039-2359	GB 131	NL 100.5	JP 63.1	603.2

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	
Dairy products, eggs, honey, edible animal product nes	(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
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
	(040490) Natural milk products nes, \$0-1	FR 25.6	DK 2	SK 1.8	41.2
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots), nes, \$1-16	NL 261	CH 92.5	DE 91.7	764.3
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
Edible vegetables and certain roots and tubers	(070310) Onions and shallots, fresh or chilled, \$0-1	GB 75	NL 60.7	DE 56.6	694.7

Catalogue of Diversification Opportunities 2022

	(070200) Tomatoes, fresh or chilled, \$0-2	RU 102.2	US 61.1	IT 43.4	458.4
	(070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4	US 67.8	GB 54.2	DE 46.7	374.9
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071290) Vegetables nes & mixtures, dried, not further prepare, \$2-9	CA 52.8	IT 13.8	DE 11.5	113.4
Edible fruit, nuts, peel of citrus fruit, melons	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080290) Nuts edible, fresh or dried, nes, \$4-20	CN 269.3	US 84.8	JP 53.2	496.0
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
Coffee, tea, mate and spices	(091091) Mixtures of spices, \$3-10	DE 20.3	MY 18.6	AE 11.2	95.7
	(090210) Tea, green (unfermented) in packages < 3 kg, \$7-30	MY 11.3	NE 5.9	NL 3.8	39.4
	(090910) Anise or badian seeds, \$2-8	IN 11.5	DE 5	NL 2.8	37.6
	(090412) Pepper of the genus Piper, crushed or ground, \$3-11	IE 2.2	NG 1.6	PT 1.5	9.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4

Catalogue of Diversification Opportunities 2022

	(120991) Seed, vegetable, nes for sowing, \$20-299	NL 35	TR 17	JP 16	207.2
	(120991) Seed, vegetable, nes for sowing, \$0-20	EG 38.6	FR 27	NL 10.9	150.8
	(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, \$0-6	AT 11.2	FR 4.6	DK 3	33.3
Lac, gums, resins, vegetable saps and extracts nes	(130219) Vegetable saps and extracts nes, \$12-66	US 34.4	IT 24.2	CA 21.2	219.7
	(130220) Pectic substances, pectinates, pectates, \$12-20	US 17.8	TH 16.7	CH 11.2	82.5
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modifie, \$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
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
	(151519) Linseed oil,fractions, refined not chemically modifie, \$1-8	FR 1.6	DE .6	BN .5	4.9

Catalogue of Diversification Opportunities 2022

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/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
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, retai, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retai, \$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	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9
	(200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1	TR 20.7	DE 11.6	MY 10.1	120.7
Miscellaneous edible preparations	(210110) Coffee extracts, essences, concentrates, preparations, \$4-14	US 74.3	SA 35	TR 30.2	350.6
	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(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
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$0-4	TH 139.7	US 77.7	PS 58.3	802.1

Western Sahara

Basic statistics

Current diversification (number of products)	76	Potential new products more complex (percentage)	48
Potential new products	2,197	Export opportunity in more complex products (percentage)	12
Potential new products more complex than the country's average	1,044	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	11
Machinery & mech appliance etc	10
Electrical, electronic equipment	7
Paper & paperboard, articles of pulp, paper and board	7
Optical, photo, technical, medical, etc apparatus	6
Articles of iron or steel	4
Articles of apparel, accessories, knit or crochet	4
Iron and steel	3
Other made textile articles, sets, worn clothing etc	3
Miscellaneous chemical products	3
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	19
France	8
Germany	5
United Kingdom	4
Netherlands	3
China	3
Japan	3
Thailand	3
Others	29

By regions

Region	Percent
Asia	30
Western Europe	21
Northern America	21
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
Dairy products, eggs, honey, edible animal products	19
Cereal, flour, starch, milk preparations and products	15
Vegetable, fruit, nut, etc food preparations	15
Edible fruit, nuts, peel of citrus fruit, melons	13
Cocoa and cocoa preparations	10

Catalogue of Diversification Opportunities 2022

Animal,vegetable fats and oils, cleavage products, etc	6
Miscellaneous edible preparations	5
Live trees, plants, bulbs, roots, cut flowers etc	5
Meat, fish and seafood food preparations nes	4
Edible vegetables and certain roots and tubers	3
Sugars and sugar confectionery	2
Lac, gums, resins, vegetable saps and extracts nes	2
Residues, wastes of food industry, animal fodder	1
Sum of others with smaller share	1

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

By countries

Country	Percent
USA	13
France	8
United Kingdom	8
China, Hong Kong SAR	8
Denmark	5
Germany	5
Netherlands	5
Russian Federation	5

By regions

Region	Percent
Asia	32
Western Europe	22
Northern America	15
Northern Europe	14
Eastern Europe	9
Southern Europe	3

Catalogue of Diversification Opportunities 2022

Japan	5
Singapore	3
Canada	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	
Miscellaneous chemical products	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6	AE 112.8	MY 73.1	IN 47.6	417.1
	(380820) Fungicides, packaged for retail sale, \$5-17	GB 80.3	BR 61.7	TH 44.8	415.4
	(380840) Disinfectants, packaged for retail sale, \$2-8	CA 96.9	CN 45.7	GB 22	335.7
	(380110) Artificial graphite, \$1-18	US 150.1	PL 90.2	JP 19.4	322.1
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0

Catalogue of Diversification Opportunities 2022

	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390210) Polypropylene in primary forms, \$1-2	SG 357.8	BE 78.7	IN 64.7	939.2
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
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
Articles of apparel, accessories, knit or crochet	(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
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
Other made textile articles, sets, worn clothing etc	(630140) Blankets (except electric) & travel rugs, synth fibre, \$5-18	US 1179.6	BE 5.4	DE 2.9	1215.2

Catalogue of Diversification Opportunities 2022

	(630392) Curtains drapes blinds valances, synth fibre, not kni, \$9-31	US 780.1	CZ 9.1	GB 6.3	829.7
	(630232) Bed linen, of manmade fibres, nes, \$6-18	US 480.2	PL 5.2	SA 4	526.7
	(630222) Bed linen, of manmade fibres, printed, not knit, \$6-16	US 240.8	KR 2.5	NZ 1.2	251.9
	(630493) Furnishing articles nes, synth fibre,not knit, croche, \$8-27	US 176.9	SI 9.4	PK 5.7	214.5
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
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(721070) Flat rolled iron or non-alloy steel, painted/plastic coated,width>600mm, \$0-1	US 102.9	GB 86.3	CZ 47.1	478.0
	(720890) Hot rolled iron or non-alloy steel, width >600mm, nes, \$0-4	NL 93.7	DK 42.9	SA 17	234.7
	(721039) Flat rolled iron or non-alloy steel, electro plate/zinc,w >600mm, nes, \$0-1	HK 56.9	ET 19.7	SG 16.1	153.9
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-2	IN 84.5	FI 27.6	PT 26.9	280.8
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2

Catalogue of Diversification Opportunities 2022

	(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
	(842720) Self-propelled works trucks, non-electric, \$0-12020	CA 431.8	NL 50.3	ES 44.8	659.1
	(848299) Bearing parts, nes, \$0-13	FR 441.4	AU 20.6	IT 18.6	534.1
Electrical, electronic equipment	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(850790) Parts of electric accumulators, including separators, \$5-42	PL 228	DE 176.2	TH 101.9	659.1
	(850590) Electro-magnets nes and parts of magnetic devices, \$0-20	US 383.4	FR 70	DE 34.6	532.9
	(850511) Metal permanent magnets, articles intended as magnets, \$14-68	PH 206.2	TH 69.3	DK 41.2	473.5
	(853400) Electronic printed circuits, \$328-722	HK 201.6	BE 74.2	FR 70.7	439.6
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
	(902920) Speed indicators, tachometers, stroboscopes, \$119-141	GB 139.7	KR 68.9	AT 54.8	486.4

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, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
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
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060499) Foliage, branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(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
	(071290) Vegetables nes & mixtures, dried, not further prepare, \$9-20	JP 5.8	NL 4.6	FR 3.4	25.3
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

Catalogue of Diversification Opportunities 2022

	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12	CA 1.9	GB 1.1	NL 1	9.8
Milling products, malt, starches, inulin, wheat gluten	(110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13	CA 13	DE 7.3	JP 3.9	48.2
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
	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151550) Sesame oil or fractions not chemically modified, \$3-9	US 10.1	GB 4.2	JP 3	37.1
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-4	IT 4.1	KR .9	CA .8	9.6
	(151519) Linseed oil,fractions, refined not chemically modifie, \$1-8	FR 1.6	DE .6	BN .5	4.9
Meat, fish and seafood food preparations nes	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21	BE 5.5	GB 2.9	CZ 1.9	16.4
	(160411) Salmon prepared or preserved, not minced, \$0-6	DK 6.2	ES 1.2	UA 1.1	14.7
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0

Catalogue of Diversification Opportunities 2022

	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
	(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 preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180610) Cocoa powder, sweetened, \$2-8	NL 5.8	AT 5	TH 3.5	36.2
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
Vegetable, fruit, nut, etc food preparations	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
	(200970) Apple juice not fermented or spirited, \$0-1	JP 33	ZA 20.4	TR 18.3	124.9

Catalogue of Diversification Opportunities 2022

Miscellaneous edible preparations	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210610) Protein concentrates and textured protein substances, \$13-28	FR 12.6	NL 7.3	AU 6.1	44.2
	(210230) Baking powders, prepared, \$1-5	ID 11.2	AO 8.4	SA 2.7	36.6
Residues, wastes of food industry, animal fodder	(230890) Vegetable wastes and residues nes for animal feed, \$0-0	MA 13.4	AF 7.7	KH 4.5	55.4

Yemen

Basic statistics

Current diversification (number of products)	832	Potential new products more complex (percentage)	70
Potential new products	3,796	Export opportunity in more complex products (percentage)	33
Potential new products more complex than the country's average	2,646	Import replacement opportunity in more complex products (percentage)	35

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	8
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	6
Iron and steel	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Pharmaceutical products	3
Miscellaneous chemical products	3
Sum of others with smaller share	42

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

By countries

Country	Percent
USA	13
France	7
Germany	6
China	5
Netherlands	4
United Kingdom	4
Thailand	4
Italy	3
Canada	3
India	3
Rep. of Korea	3
Japan	3
Belgium	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	16
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	22
Meat and edible meat offal	12
Edible fruit, nuts, peel of citrus fruit, melons	12
Cereal, flour, starch, milk preparations and products	9
Vegetable, fruit, nut, etc food preparations	9
Cocoa and cocoa preparations	7
Animal, vegetable fats and oils, cleavage products, etc	7
Meat, fish and seafood food preparations	4
Miscellaneous edible preparations	3
Edible vegetables and certain roots and tubers	3
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	3
Live trees, plants, bulbs, roots, cut flowers etc	2
Sugars and sugar confectionery	2
Residues, wastes of food industry, animal fodder	2
Sum of others with smaller share	4

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

By countries

Country	Percent
USA	10
United Kingdom	9
China	8
Russian Federation	6
Germany	5
France	5
Japan	5
United Arab Emirates	4
China, Hong Kong SAR	3
Netherlands	3
Others	24

By regions

Region	Percent
Asia	39
Western Europe	16
Northern Europe	13
Northern America	12
Eastern Europe	11
Southern Europe	4

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6

Catalogue of Diversification Opportunities 2022

	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300439) Hormones nes, except contraceptives, in dosage, \$70-505	AU 315.2	BE 115.7	RU 113.4	1191.6
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3

Catalogue of Diversification Opportunities 2022

Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylenes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
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
	(481011) Paper, fine, woodfree, <150 g/m2, clay coated, \$0-0	JP 118.6	FR 98.4	GB 60.4	610.6
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(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

Catalogue of Diversification Opportunities 2022

	(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
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(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
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9

Catalogue of Diversification Opportunities 2022

	(850230) Electric generating sets, nes, \$102223-453892	NL 366.9	AU 319.5	AR 107	1326.1
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
	(850940) Domestic food grinders, mixers, juice extractors, \$0-26	IT 232.7	AE 116.2	SA 96.8	762.6
Optical, photo, technical, medical, etc apparatus	(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
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020230) Bovine cuts boneless, frozen, \$0-3	AE 321	ID 238.5	GB 161.8	930.1
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3

Catalogue of Diversification Opportunities 2022

	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(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
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
	(060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20	NL 44.1	CZ 9.9	BE 7.2	88.4
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3	US 18.7	CH 15.5	SE 4.3	57.5
	(060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13	DE 14.3	US 2.3	KR 2.2	30.1
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

Catalogue of Diversification Opportunities 2022

	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070700) Cucumbers and gherkins, fresh or chilled, \$0-2	US 31	SK 7.5	KZ 5.6	75.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
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
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
	(080810) Apples, fresh, \$0-1	VN 46	PE 35.3	LK 22.6	317.3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2

Catalogue of Diversification Opportunities 2022

	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9

Catalogue of Diversification Opportunities 2022

	(170410) Chewing gum containing sugar, except medicinal, \$10-23	PL 2	DE 1.6	SA 1.5	13.8
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(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
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1

Catalogue of Diversification Opportunities 2022

	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210310) Soya sauce, \$1-4	US 17.8	IT 10.8	AT 3.3	72.2
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

Zambia

Basic statistics

Current diversification (number of products)	3,679	Potential new products more complex (percentage)	72
Potential new products	4,124	Export opportunity in more complex products (percentage)	40
Potential new products more complex than the country's average	2,971	Import replacement opportunity in more complex products (percentage)	57

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Organic chemicals	8
Iron and steel	7
Optical, photo, technical, medical, etc apparatus	6
Electrical, electronic equipment	6
Vehicles other than railway, tramway	5
Plastics and articles thereof	5
Pharmaceutical products	5
Articles of iron or steel	3
Miscellaneous chemical products	2
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	13
China	7
Germany	6
France	6
Italy	4
Belgium	4
Thailand	4
United Kingdom	4
Japan	3
Rep. of Korea	3
Canada	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	16
Southern Europe	8
Northern Europe	7
Eastern Europe	7
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	15

Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	13
Dairy products, eggs, honey, edible animal products	13
Animal, vegetable fats and oils, cleavage products, etc	9
Vegetable, fruit, nut, etc food preparations	8
Cereals	8
Cereal, flour, starch, milk preparations and products	6
Tobacco and manufactured tobacco substitutes	5
Milling products, malt, starches, inulin, wheat gluten	4
Sugars and sugar confectionery	3
Cocoa and cocoa preparations	3
Edible vegetables and certain roots and tubers	2
Residues, wastes of food industry, animal fodder	2
Beverages, spirits and vinegar	2
Sum of others with smaller share	9

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

By countries

Country	Percent
USA	15
China	9
Germany	7

By regions

Region	Percent
Asia	31
Western Europe	20
Northern America	17

Catalogue of Diversification Opportunities 2022

Italy	5	Northern Europe	10
United Kingdom	5	Southern Europe	9
China, Hong Kong SAR	4	Eastern Europe	8
Netherlands	4		
France	4		
Japan	3		
Russian Federation	3		
Spain	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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(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

Catalogue of Diversification Opportunities 2022

Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$1544-4696	US 1677.7	IT 1501.4	NL 457.2	4200.4
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$4-17	TH 392.4	KR 164	DE 19.7	680.3
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(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
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8

Catalogue of Diversification Opportunities 2022

	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(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
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9

Catalogue of Diversification Opportunities 2022

	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(842710) Self-propelled works trucks, electric motor, \$6305-18192	ES 203.7	CZ 85.7	FR 81.2	748.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(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	(870331) Automobiles, diesel engine of <1500 cc, \$16275-32659	IT 1372.2	BE 715.6	PT 419.8	3740.6
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8
	(871190) Motorcycles with other than a spark ignition engine, \$303-1677	DE 359.3	NL 175.8	FR 92.8	1029.9
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4

Catalogue of Diversification Opportunities 2022

Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(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
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8

Catalogue of Diversification Opportunities 2022

	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
Edible vegetables and certain roots and tubers	(071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1	ES 13.9	BE 12.8	GB 7.3	71.0
	(071090) Frozen vegetable mixtures, uncooked, boiled or steamed, \$1-2	US 18.7	NL 5.4	DE 4.2	64.1
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(071230) Mushrooms and truffles, dried, not further prepared, \$6-37	TH 39.4	IT 5.3	CA 3	57.9
	(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	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8

Catalogue of Diversification Opportunities 2022

	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
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
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(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
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(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

Catalogue of Diversification Opportunities 2022

	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(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
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
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
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0

Catalogue of Diversification Opportunities 2022

	(190230) Pasta except uncooked or stuffed, \$3-7	US 37.5	FR 14.7	PL 6.3	68.2
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2	FR 40.1	RU 32.6	LV 8.9	89.9
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Zimbabwe

Basic statistics

Current diversification (number of products)	2,431	Potential new products more complex (percentage)	72
Potential new products	4,051	Export opportunity in more complex products (percentage)	42
Potential new products more complex than the country's average	2,935	Import replacement opportunity in more complex products (percentage)	48

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	13
Plastics and articles thereof	8
Electrical, electronic equipment	7
Organic chemicals	7
Iron and steel	7
Optical, photo, technical, medical, etc apparatus	6
Paper & paperboard, articles of pulp, paper and board	3
Miscellaneous chemical products	3
Pharmaceutical products	3
Articles of iron or steel	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	12
China	7
France	6
Germany	6
United Kingdom	4
Thailand	4
Canada	3
Belgium	3
Rep. of Korea	3
India	3
Japan	3
Netherlands	3
Italy	3
Others	28

By regions

Region	Percent
Asia	35
Western Europe	21
Northern America	15
Eastern Europe	7
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
Dairy products, eggs, honey, edible animal products	16
Cereals	15

Catalogue of Diversification Opportunities 2022

Edible fruit, nuts, peel of citrus fruit, melons	11
Beverages, spirits and vinegar	9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	7
Meat and edible meat offal	7
Animal,vegetable fats and oils, cleavage products, etc	5
Vegetable, fruit, nut, etc food preparations	5
Meat, fish and seafood food preparations nes	4
Tobacco and manufactured tobacco substitutes	4
Sugars and sugar confectionery	2
Miscellaneous edible preparations	2
Milling products, malt, starches, inulin, wheat gluten	2
Cereal, flour, starch, milk preparations and products	2
Sum of others with smaller share	8

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

By countries

Country	Percent
USA	12
China	10
Germany	8
United Kingdom	6
China, Hong Kong SAR	5
Netherlands	4

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	14
Northern Europe	10
Eastern Europe	7
Southern Europe	6

Italy	3
France	3
Viet Nam	3
Japan	3
Others	27

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8

Catalogue of Diversification Opportunities 2022

	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300510) Medical dressings etc. having an adhesive layer, \$14-51	DE 104.9	US 93	ES 46.2	462.3
Miscellaneous chemical products	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(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
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
Plastics and articles thereof	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(390720) Polyethers nes, in primary forms, \$1-4	DE 249.3	BR 157.9	IN 103	1100.1
	(390740) Polycarbonates, in primary forms, \$0-2	CN 579.4	ES 67.8	RU 38.9	868.3
Paper & paperboard, articles of pulp, paper and board	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(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

Catalogue of Diversification Opportunities 2022

	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
	(481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5	TH 42.1	CA 41.9	US 40.7	414.9
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
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(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
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
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
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7

Catalogue of Diversification Opportunities 2022

	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464	US 1239.3	FR 460.8	CZ 179.3	2916.2
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851671) Electric coffee or tea makers, domestic, \$31-240	NL 156.5	US 126.2	PL 98	666.8
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850590) Electro-magnets nes and parts of magnetic devices, \$0-20	US 383.4	FR 70	DE 34.6	532.9
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020321) Swine carcasses and half carcasses, frozen, \$2-5	HK 16.6	DO 2.7	MO 2.4	27.6
Dairy products, eggs, honey, edible animal products	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6

Catalogue of Diversification Opportunities 2022

	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100620) Rice, husked (brown), \$0-2	KR 185.6	NE 41.5	IT 21.3	335.1
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120600) Sunflower seeds, \$0-0	TR 184.9	FR 123.2	BG 102.2	651.4

Catalogue of Diversification Opportunities 2022

	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
	(120400) Linseed, \$0-3	FR 6.7	DE 3.8	AU 1.2	16.9
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
	(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
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
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
	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserved, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160540) Crustaceans nes, prepared or preserved, \$6-23	BY 15.9	SA 7.2	ES 5.8	43.5
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7

Catalogue of Diversification Opportunities 2022

	(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
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
Cereal, flour, starch, milk preparations and products	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190540) Rusks, toasted bread and similar toasted products, \$2-4	AE 12.6	US 10.2	NL 9.4	79.0
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4

Catalogue of Diversification Opportunities 2022

Miscellaneous edible preparations	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2	FR 32.4	AT 8	NL 2.7	63.7
	(210500) Ice cream and other edible ice, \$5-10	US 10.8	NL 8.9	HK 6.1	56.5
	(210120) Tea and mate extracts, essences and concentrates, \$20-46	NL 36.9	PH 3	EC 2.6	53.3
Beverages, spirits and vinegar	(220820) Spirits obtained by distilling grape wine, grape marc, \$7-26	CN 1077.2	RU 149.7	DE 131.3	1996.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1

Annex: Data and methodology

To identify the opportunities for countries to build their productive capacities and promote structural transformation, this report identifies the products that require a set of capabilities that is somewhat similar to that required to produce the current product mix. These products are located in the product space nearby to the existing product mix.

The measure of proximity between products A and B (Φ_{AB}) in the product space is calculated using a method similar to that proposed by Hidalgo et al (2007), as the minimum value between the conditional probability $P(A|B)$ of a country producing A given that it produces B and the conditional probability $P(B|A)$ of a country producing B given that it produces A :

$$\Phi_{AB} = \Phi_{BA} = \min(P(A|B), P(B|A)) \quad (1)$$

The proximity between two products, therefore, ranges from 0%, in the case in which no country produces both products, to 100% in the case in which all countries that produce one good also produces the other.

To identify the products that are located nearby in the product space of each country, a value has to be chosen for the threshold of proximity between products that correspond to a “usual” distance covered during the diversification process. In this report this value is 80%, meaning that eight in every ten countries that export one of the products also exports the other.

The Report then identifies the potential new products that are nearby in the product space and that, in addition, are more complex. To measure product complexity, this paper uses the method of reflections proposed by Hidalgo & Hausmann (2009). The method constructs a bipartite network of countries and products that they produce and iteratively calculate a generalized measure of diversification and ubiquity as follows:

$$K_{c,N} = \frac{1}{K_{c,0}} \sum_p M_{cp} K_{p,N-1} \quad (\text{Generalized measure of diversification}) \quad (2)$$

$$K_{p,N} = \frac{1}{K_{p,0}} \sum_c M_{cp} K_{c,N-1} \quad (\text{Generalized measure of ubiquity}) \quad (3)$$

Where M_{cp} is 1 if country c makes product p and 0 otherwise, $K_{c,0}$ is the number of products produced by country c and $K_{p,0}$ is the number of countries that make product p .

The measure of product complexity ($PCOMP$) is taken as the normalized value of the K_p value of the 5th iteration of the method of reflections:

$$PCOMP = \frac{K_{p5} - \langle K_{p5} \rangle}{sd(K_{p5})} \quad (4)$$

Where $\langle K_{p5} \rangle$ is the mean and $sd(K_{p5})$ is the standard deviation of the distribution of K_{p5} . The K_{p5} is used because such iterative analysis is carried out until no further information is obtainable from this method, which depends on the structure of the network and for the dataset used happens on the 5th iteration.

The analysis considers the price incentives that entrepreneurs face when choosing between different potential new economic activities, by estimating both export and import substitution opportunities. The assumption is that entrepreneurs face price incentives when choosing between different potential new economic activities. New products with higher demand potential are more likely to be selected, other things being equal.

To estimate the product's export potential, this paper uses an export opportunity measure of potential new products (Freire, 2017). This measure is a monetized type of overlap index designed to measure the degree to

which the potential new exports of one country match the expanding import markets of another. A higher degree of export opportunity of potential new products indicates more favorable prospects for trade expansion towards the new products given the past rate of growth of their import markets.

The indicator (*XOP*) is defined as the sum of the differences of the shares of the sectoral imports of the import country in total world imports between two periods. Formally:

$$XOP = \sum_i G_{isd}^{t0,t1} \times M^{2019} \quad (5)$$

Where M^{2019} is the total imports by all countries in all products in year 2019, and $G_{isd}^{t0,t1}$ is the growth in the global share of imports m of industry i in country d in the period between $t0$ (2018) and $t1$ (2019). For any pair of countries, only the sectors that meet the following criteria are included: 1) share of the sectoral imports in total world imports has increased between the two periods, and 2) that sector represents a potential new product for the export country. Formally:

$$G_{isd}^{t0,t1} = \frac{m_{id}^{t1}}{M^{t1}} - \frac{m_{id}^{t0}}{M^{t0}} \text{ if } \Phi_j > 85\% \text{ for some product } j \text{ in the country's existing product mix and}$$

$$\frac{m_{id}^{t1}}{M^{t1}} > \frac{m_{id}^{t0}}{M^{t0}}, \text{ and zero otherwise.} \quad (6)$$

Where s is the source country, d is the destination country.

To apply the method of reflections and to calculate the proximity between products in the product space, data on country's production is required. Since there are few systematically disaggregated production data that covers the less industrialized developing and least developed countries, this paper uses as a proxy the disaggregated trade data from *United Nations COMTRADE* using Harmonized System code (HS 2002) at 6-digit level covering 233 economies for the year 2019. The data is further disaggregated by quantity unit code and by unit price range using the methodology proposed in Freire (2017). At the end of this procedure, the dataset contains 45,841 products in 2019, each product represented by an 8-digit classification code in which the first six digits correspond to the 6-digit HS 2002 code, the seventh digit corresponds to the quantity unit code of the product and the eighth digit represents the unit value group that includes the unit value of the product.

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