UNITED NATYONS CONFERENGE ON TRADE AND DEVELOPMENT


Catalogue

of Diversification Opportunities 2022

New export possibilities for 233 economies based on economic complexity analysis

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## 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) |  |
| :---: | :---: | :---: | :---: |
| 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. <br> See Annex for technical details. | 2,237 | Shows the percentage of potential new products that are also more complex than the average product exported by country $A$. <br> 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. <br> This measure considers only the supply (technological) capacity of the economy. The measure below considers the demand in global markets. | 74 |
| Potential new products (a) |  | Export opportunity in more complex (percentage) | ducts |
| 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 $A$. | 3,848 | Shows the percentage of potential export opportunities, in terms growing markets, of new products that are more complex, in total export opportunities. <br> 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. | 49 |


|  |  | 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. |  |
| :---: | :---: | :---: | :---: |
| Potential new products more complex t country's average (b) | an the | Import replacement opportunity in more co products (percentage) | plex |
| 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 $A$. | 2,833 | Shows the percentage of potential import replacement opportunities of new products that are more complex, in total import replacement opportunities. <br> 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. | 28 |

## Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)
Product
This field shows the description of the
sector (HS 2-digit level)

## Percent

This field shows the percentage of export opportunity.
The higher this number, the more the opportunities for export of potential new products for diversification under this sector.

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

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

## Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product <br> category | (HS code) Product description, <br> unit price range | Top growing markets (USD <br> million) | Export opportunity <br> (USD million) |
| :--- | :--- | :--- | :--- | :--- |
|  | \#1 | \#2 |  | \#3

## Afghanistan

## Basic statistics

| Current diversification (number of <br> products) | 2,237 |
| :--- | :--- |
| Potential new products | 3,848 |
| Potential new products more complex than <br> the country's average | 2,833 |


| Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- |

Export opportunity in more complex
products (percentage)

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 | 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 | 3 |
| Italy | 3 |
| Japan | 3 |
| United Kingdom | 3 |
| Thailand | 3 |
| Netherlands | 22 |
| Others |  |

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 product nes | 21 |
| Beverages, spirits and vinegar | 11 |
| Animal,vegetable fats and oils, cleavage products, etc | 10 |
| Cereals | 9 |
| Cocoa and cocoa preparations | 7 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 6 |


| 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 <br> opportunity <br> (USD <br> million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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-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 |
|  | (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 |


| Miscellaneous chemical products | (381800) Chemical <br> element/compound wafers <br> 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 nonalloy 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 nonalloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}$ $>10 \mathrm{~mm}$, nes, \$0-1 | KR 571.3 | NL 248.9 | IN 128.4 | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, 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 |



|  | (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, \$3461061 | 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 |


| Dairy products, eggs, honey, edible animal product nes | $\begin{aligned} & \text { (040210) Milk powder < 1.5\% } \\ & \text { fat, \$2-3 } \end{aligned}$ | CN 286.7 | PH 252.3 | ID 143.6 | 1495.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040690) Cheese except fresh, grated, processed or blueveined, \$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, \$15 | 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, 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 |
|  | (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 |



| Sugars andsugarconfectionery | (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 andcocoapreparations | (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, 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 |



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

## Albania

## Basic statistics

| Current diversification (number of <br> products) | 4,444 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,747 | Export opportunity in more complex products <br> (percentage) | 47 |
| Potential new products more complex than <br> the country's average | 2,965 | Import replacement opportunity in more <br> 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 | 5 |
| Plastics and articles thereof | 3 |
| Articles of iron or steel | 3 |
| Pharmaceutical products | 3 |
| Vehicles other than railway, tramway | 3 |
| Inorganic chemicals, precious metal | 6 |
| isotopes |  |
| compound, | 3 |
|  | 3 |

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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 17 | Asia | 42 |
| USA | 11 | Western Europe | 16 |
| Germany | 7 | Northern America | 13 |
| Rep. of Korea | 5 | Northern Europe | 8 |
| France | 4 | Eastern Europe | 6 |
| United Kingdom | 4 | Southern Europe | 5 |
| Viet Nam | 3 | Oceania | 3 |


| Netherlands | 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | JP $303.3$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US <br> 113.6 | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
|  | (285100) Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | US <br> 416.3 | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |


|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 91.6 \end{aligned}$ | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 35.3 \end{aligned}$ | 511.1 |
| Iron and steel | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | NL $128.1$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |



|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \text { RU } \\ & 155.3 \end{aligned}$ | IT 64.9 | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Vehicles other than railway, tramway | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | NL $175.8$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.4 \end{aligned}$ | 533.2 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 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)

| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$2-3 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | JP 13.8 | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \text { CN } \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | AE $93.8$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | US 8.2 | SA 5.5 | 60.6 |


| Cereals | (100190) Wheat except durum wheat, <br> and meslin, \$0-0 | VN <br> 503.4 | LK <br> 298.6 | MA <br> 152.2 | 2310.3 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (100300) Barley, \$0-0 | CN |  |  |  |



|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$26 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190510) Crispbread, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{HK} \\ & 16.4 \end{aligned}$ | US 9.1 | TH 7.6 | 57.1 |
|  | (200911) Orange juice, frozen, not fermented or spirited, \$1-2 | $\begin{aligned} & \text { GB } \\ & 19.8 \end{aligned}$ | JM 7.4 | NL 5.1 | 56.3 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-0 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 66.6 \end{aligned}$ | 496.3 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE $91.8$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \mathrm{RU} \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$02 | $\begin{aligned} & \text { FR } \\ & 40.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.6 \end{aligned}$ | LV 8.9 | 89.9 |
| Residues, wastes of food industry, animal fodder | (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |


|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-0 | $\begin{aligned} & \text { MA } \\ & 13.4 \end{aligned}$ | AF 7.7 | KH 4.5 | 55.4 |
| Tobacco and manufactured tobacco substitutes | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | $\begin{aligned} & \text { US } \\ & 1071.6 \end{aligned}$ | JP 81.9 | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Algeria

## Basic statistics

| Current diversification (number of products) | 2,535 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,100 | Export opportunity in more complex <br> products (percentage) | 54 |
| Potential new products more complex than <br> the country's average | 3,189 | Import replacement opportunity in more <br> 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 | 6 |  |
| apparatus |  | 6 |
| Iron and steel | 6 |  |
| Organic chemicals | 4 |  |
| Articles of iron or steel | 3 |  |
| Miscellaneous chemical products | 3 |  |
| Vehicles other than railway, tramway | 2 |  |
| 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 |


| Dairy products, eggs, honey, edible animal product nes | 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 nes | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 20 | Asia | 45 |
| USA | 9 | Western Europe | 16 |
| United Kingdom | 5 | Northern America | 11 |
| Germany | 5 | Northern Europe | 8 |
| Netherlands | 4 | Southern Europe | 6 |
| China, Hong Kong SAR | 3 | South America | 3 |
| Japan | 3 |  | 6 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290122) Propene (propylene), \$0-7 | US $191.3$ | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$14-51 | $\begin{aligned} & \text { DE } \\ & 104.9 \end{aligned}$ | US 93 | $\begin{aligned} & \text { ES } \\ & 46.2 \end{aligned}$ | 462.3 |


|  | (300630) Opacifying preparations, xray, diagnostic reagents, \$64-342 | $\begin{aligned} & C N \\ & 114.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 51.9 \end{aligned}$ | JP 30 | 303.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous chemical products | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 103 \end{aligned}$ | 1100.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}$, $\mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |


|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | VN 65.1 | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (840820) Engines, diesel, for motor vehicles, \$0-771 | US 242 | $\begin{aligned} & \text { GB } \\ & 208.1 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 149.8 \end{aligned}$ | 776.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (850230) Electric generating sets, nes, \$102223-453892 | $\begin{aligned} & \text { NL } \\ & 366.9 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 319.5 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 107 \end{aligned}$ | 1326.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |


|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vehicles other than railway, tramway | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) <br> Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 3223.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 173.3 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 158 \end{aligned}$ | 4217.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |


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


|  | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | 25.6 |
| Milling $\quad$ products,malt,starches,inulin,wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
|  | (110811) Wheat, starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.5 \end{aligned}$ | 58.6 |
|  | (110419) Cereals, rolled or flaked grains nes, \$0-0 | IE 5.7 | $\begin{aligned} & \mathrm{CY} \\ & 4.9 \end{aligned}$ | FR 4.2 | 30.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (150710) Soya-bean oil crude, whether or not degummed, \$0-1 | $\begin{aligned} & \text { CO } \\ & 130.7 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 46.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 31.1 \end{aligned}$ | 486.4 |


|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151930) Industrial fatty alcohols, \$1-4 | JP 36.5 | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160419) Fish nes, prepared or preserved, not minced, \$0-3 | FR 61 | IT 23 | $\begin{aligned} & \mathrm{CO} \\ & 10 \end{aligned}$ | 145.4 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & C N \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \mathrm{AE} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
|  | (190410) Cereal foods obtained by swelling, roasting of cereal, \$5-10 | $\begin{aligned} & \mathrm{AU} \\ & 18.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 8.3 \end{aligned}$ | IE 6.8 | 54.1 |
|  | (190211) Uncooked egg pasta not stuffed or prepared, \$1-3 | US 5.6 | DE 5 | $\begin{aligned} & \mathrm{BE} \\ & 3.1 \end{aligned}$ | 36.7 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |


|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $A \cup$ | JP 2.7 | 159.8 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Miscellaneous edible preparations | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{array}{ll} K R \end{array}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | LK 10.4 | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 3.3 \end{aligned}$ | 72.2 |
|  | (210500) Ice cream and other edible ice, \$5-10 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 6.1 \end{aligned}$ | 56.5 |
|  | (210120) Tea and mate extracts, essences and concentrates, \$20-46 | $\begin{aligned} & \mathrm{NL} \\ & 36.9 \end{aligned}$ | PH 3 | $\begin{aligned} & \text { EC } \\ & 2.6 \end{aligned}$ | 53.3 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \mathrm{RU} \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | $\begin{aligned} & \text { YE } \\ & 25.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |

(230890) Vegetable wastes and MA AF KH 55.4

| residues nes for animal feed, \$0-0 | 13.4 | 7.7 | 4.5 |
| :--- | :--- | :--- | :--- | :--- |

## American Samoa

## Basic statistics

| Current diversification (number of products) | 941 | Potential new products more complex <br> (percentage) | 69 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,815 | Export opportunity in more complex products <br> (percentage) | 32 |
| Potential new products more complex than <br> the country's average | 2,627 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Organic chemicals | 5 |
| Iron and steel | 4 |
| Articles of iron or steel | 3 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 34 |
| France | 7 | Western Europe | 21 |
| China | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 7 |
| Netherlands | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Thailand | 4 | South America | 3 |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Belgium | 3 |  |  |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 |


| 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 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) $\quad$ Heterocyclic compounds with $\quad N$-hetero- atom(s) only, ne, $\$ 23-278$ | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |




|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes,diameter $<406.4 \mathrm{~m}$, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and <br> mechanical appliances nes, <br> \$2729-6609   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | MY 301.3 | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |

$\left.\begin{array}{|l|l|l|l|l|l|}\hline & \begin{array}{l}\text { (850230) Electric generating sets, } \\ \text { nes, \$294-21862 }\end{array} & \begin{array}{l}\text { PK } \\ 207.8\end{array} & \text { CA 83 } & \text { NL } \\ 42.6\end{array}\right)$

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |



|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110812) Maize (corn) starch, \$01 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | SG 5.6 | US 3.1 | 43.9 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130239) Mucilages and thickeners nes, \$0-6 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |



|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 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, \$1223 | 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, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \mathrm{AE} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | ```l(200210) Tomatoes,``` | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |


| Miscellaneous preparations | edible | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | UZ 9.4 | 94.9 |
|  |  | (210120) Tea and mate extracts, essences and concentrates, \$2046 | $\begin{aligned} & \mathrm{NL} \\ & 36.9 \end{aligned}$ | PH 3 | EC 2.6 | 53.3 |
|  |  | (210420) Homogenised composite food preparations, \$28 | $\begin{aligned} & \text { US } \\ & 12.5 \end{aligned}$ | KZ 6.8 | PL 3.6 | 43.9 |
|  |  | (210120) Tea and mate extracts, essences and concentrates, \$0-3 | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | AT 5.8 | PH 3.7 | 39.3 |

## Andorra

## Basic statistics

| Current diversification (number of products) | 1,827 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,383 | Export opportunity in more complex products <br> (percentage) | 55 |
| Potential new products more complex than <br> the country's average | 3,405 | Import replacement opportunity in more <br> 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 | 30 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 35 |
| China | 8 | Western Europe | 21 |
| Germany | 7 | Northern America | 15 |
| France | 6 | Eastern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Italy | 3 | Southern Europe | 7 |
| India | 3 | South America | 3 |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| Dairy products, eggs, honey, edible animal product nes | 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, oleagic 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 | Sum of others with smaller share 3 <br> Miscellaneous edible preparations 2 <br> Milling products, malt, starches, inulin, wheat gluten 2 <br>  2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 21 | Asia | 44 |
| USA | 9 | Western Europe | 17 |
| Germany | 8 | Northern America | 10 |
| United Kingdom | 6 | Northern Europe | 10 |


| Russian Federation | 5 | Eastern Europe | 8 |
| :--- | :--- | :--- | :--- |
| China, Hong Kong SAR | 4 | Southern EuropBy 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 $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | DE <br> 4992.3 | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 2233.9 \end{aligned}$ | 16667.9 |


|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | BE <br> 188.6 | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1$-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |


|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $J P$ $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | NL $248.9$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | PH <br> 107.1 | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730660) profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | VN 65.1 | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, $250-1000 \mathrm{cc}$, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |


|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 3.5 \end{aligned}$ | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & H K \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \text { RU } \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | GB <br> 1078.3 | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \text { RU } \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | NO $110.8$ | 1001.2 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |


| (902130) Artificial body parts, aids and <br> appliances, etc, \$1093-2367 | DE <br> 668.3 | JP <br> 115.7 | KR <br> 88.2 | 1011.2 |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902211) Medical |  |  |  |  |
| $\$ 4661-51451$ | X-ray apparatus, | US | FR | DE | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |


|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | NL <br> 172.7 | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | NL $58.7$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100890) Cereals unmilled nes, \$1-4 | US 10.9 | DE 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 5.8 \end{aligned}$ | 66.7 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110811) Wheat, starch, \$0-0 | NL 19.2 | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | DE 8.5 | 58.6 |
|  | (110812) Maize (corn) starch, \$01 | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 308.5 |
|  | (120600) Sunflower seeds, \$0-4 | AE 33.2 | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & C N \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$36 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$38 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |


|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \mathrm{GB} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cocoa and cocoapreparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE <br> 137.6 | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | US 59.1 | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \mathrm{MY} \\ & 17.4 \end{aligned}$ | 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, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$24 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |



|  | (230990) Animal feed <br> preparations nes, \$4-9 | ES 50.4 | IN |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 3 |  |  |  |

## Angola

## Basic statistics

| Current diversification (number of products) | 2,296 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,092 | Export opportunity in more complex products <br> (percentage) | 44 |
| Potential new products more complex than <br> the country's average | 3,069 | Import replacement opportunity in more <br> 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 | 7 |
| Electrical, electronic equipment | 6 |
| Organic chemicals | 6 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus |  |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Articles of iron or steel | 3 |
| Miscellaneous chemical products | 31 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 12 | Asia | 36 |
| China | 8 | Western Europe | 22 |
| Germany | 7 | Northern America | 14 |
| France | 6 | Northern Europe | 7 |
| Netherlands | 4 | Eastern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 4 | South America | 3 |
| Belgium | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Italy | 3 |  |  |
| Others | 28 |  |  |

## 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 | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 13 | Asia | 40 |
| USA | 10 | Western Europe | 18 |
| Germany | 8 | Northern America | 11 |


| 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 metalcompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$125 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | US 19.6 | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |


|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | FI 189.5 | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$01 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | VN 40.9 | 789.0 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |



|  | (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 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <501 closed by crimp/solde, \$0-2 | $\begin{aligned} & \text { NL } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | BE <br> 701.9 | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
| Electrical, electronicequipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |


|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & C N \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | EG 64.2 | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$10932367 | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (021020) Bovine meat salted, dried or smoked, \$6-22 | ES 8.5 | IT 4.2 | $\begin{aligned} & \text { GB } \\ & 3.8 \end{aligned}$ | 23.1 |


| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & \text { RU } \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | 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 |






## Anguilla

## Basic statistics

| Current diversification (number of products) | 458 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,476 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 2,368 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| India | 3 |  |  |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 | 12 |


| 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 | 2 |
| Live trees, plants, bulbs, roots, cut flowers etc | 2 |
| Edible vegetables and certain roots and tubers | 2 |
| Sum others with smaller share | 2 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 31 |
| Russian Federation | 7 | Northern America | 19 |
| United Kingdom | 7 | Western Europe | 18 |
| Germany | 6 | Northern Europe | 12 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US <br> 113.6 | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
|  | (285100) Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | US $416.3$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |


| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | NL $228.1$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | $\begin{aligned} & \text { QA } \\ & 94 \end{aligned}$ | NL 47 | 605.2 |
|  | (380830) Herbicides, sprouting and growth regulators, \$18-39 | IN 75.5 | $\begin{aligned} & \text { US } \\ & 75.4 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 58.1 \end{aligned}$ | 461.8 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & C N \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | BE <br> 207.5 | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |



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


| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| :---: | :---: | :---: | :---: | :---: |
| (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL $146.2$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 15.5 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.3 \end{aligned}$ | 57.5 |


|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | $\begin{aligned} & \text { KR } \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |



$\left.\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \text { (210210) Yeasts, active, \$2-17 } & \text { LK 10.4 } & \text { US } \\ 9.8\end{array}\right) \begin{array}{l}\text { UZ } \\ 9.4\end{array}\right)$

## Antarctica

## Basic statistics

| Current diversification (number of products) | 167 | Potential new products more complex <br> (percentage) | 48 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,772 | Export opportunity in more complex products <br> (percentage) | 14 |
| Potential new products more complex than <br> the country's average | 853 | Import replacement opportunity in more <br> 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 | 4 |
| Pearls, precious stones, metals, coins, etc | 3 |
| Sum of others with smaller share | 3 |
|  | 39 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 18 | Asia | 33 |
| France | 7 | Western Europe | 20 |
| China | 5 | Northern America | 20 |
| Germany | 5 | Eastern Europe | 8 |
| Netherlands | 4 | Northern Europe | 7 |
| Japan | 4 | Southern Europe | 6 |
| Thailand | 4 | South America | 3 |
| United Kingdom | 4 |  |  |
| Russian Federation | 3 |  |  |
| Italy | 3 |  |  |
| Others | 26 |  |  |

## 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 |


| Miscellaneous edible preparations | 9 |
| :---: | :---: |
| Sugars and sugar confectionery | 8 |
| Dairy products, eggs, honey, edible animal product nes | 7 |
| Meat, fish and seafood food preparations nes | 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 nes | 2 |
| Milling products, malt, starches, inulin, wheat gluten | 1 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 33 |
| United Kingdom | 7 | Northern America | 18 |
| Japan | 7 | Western Europe | 15 |
| Germany | 6 | Northern Europe | 12 |
| Netherlands | 4 | Eastern Europe | 9 |
| United Arab Emirates | 4 | Sub-Saharan Africa | 4 |


| Thailand | 4 | Southern Europe | 4 |
| :--- | :--- | :--- | :--- |
| Saudi Arabia | 3 |  | Northern Africa |
| Russian Federation | 3 | 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 | $\begin{aligned} & \text { CL } \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390690) Acrylic polymers nes, in primary forms, \$1-5 | $\begin{aligned} & R U \\ & 119.4 \end{aligned}$ | TH 72 | $\begin{aligned} & \text { SA } \\ & 61.4 \end{aligned}$ | 691.6 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 } \\ & \text { or }-6,12, \$ 2-6 \end{aligned}$ | US $111.7$ | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | IT $250.9$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |




|  | (843120) Parts of fork-lift etc trucks, \$0-9 | FR 180 | $\begin{aligned} & C Z \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 32.1 \end{aligned}$ | 385.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
|  | (851629) Electric space heating nes and soil heating apparatus, \$36-182 | $\begin{aligned} & \text { JP } \\ & 359.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 251.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.2 \end{aligned}$ | 782.7 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902211) Medical X-ray apparatus, \$466151451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |
|  | (902750) Instruments nes using optical radiations, \$304-5957 | $\begin{aligned} & \mathrm{CN} \\ & 561.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 42.1 \end{aligned}$ | 770.6 |
| Toys, games, sports requisites | (950699) Equipment nes for sports, swimming and paddling pools, \$0-19 | US $1625.8$ | $\begin{aligned} & \text { DE } \\ & 382.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 304.1 \end{aligned}$ | 3581.1 |
|  | (950662) Inflatable balls, \$4-4 | GB 42 | $\begin{aligned} & \text { RU } \\ & 29.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 17.3 \end{aligned}$ | 145.9 |
|  | (950430) Games, coin or disc operated, \$0-107 | IT 64.4 | $\begin{aligned} & \text { GB } \\ & 42 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 6.3 \end{aligned}$ | 135.7 |


| (950639) Golf equipment except balls and clubs, <br> $\$ 13-74$ | US <br> 65.8 | GB <br> 27.9 | HK <br> 10.9 | 126.0 |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (950800) Play, fair-ground equipment, travellng <br> circus, theatr, $\$ 0-4$ | SA | HK | MY | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Dairy products, eggs, honey, edible animal product nes | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040291) Milk and cream unsweetened, concentrated, \$13 | DE 76 | $\begin{aligned} & \text { SA } \\ & 53.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 23.1 \end{aligned}$ | 186.6 |
| Edible vegetables and certain roots and tubers | (071331) Urd,mung,black or green gram beans dried shelled, \$0-2 | $\begin{aligned} & \mathrm{PH} \\ & 32.7 \end{aligned}$ | VN $28.3$ | $\begin{aligned} & \text { TH } \\ & 20.7 \end{aligned}$ | 112.5 |
|  | (070810) Peas, shelled or unshelled, fresh or chilled, \$1-6 | NL 8 | DE 3.2 | $\begin{aligned} & \text { DK } \\ & 3.1 \end{aligned}$ | 25.9 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 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, \$01 | DE 9.7 | BE 6.1 | $\begin{aligned} & \mathrm{NL} \\ & 5.3 \end{aligned}$ | 56.1 |
|  | (110419) Cereals, rolled or flaked grains nes, \$0-3 | GB 1.5 | SA 1.3 | DE . 9 | 6.7 |



|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | $\begin{aligned} & \text { ID } \\ & 31.7 \end{aligned}$ | FI 24.7 | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
|  | (180610) Cocoa powder, sweetened, \$2-8 | NL 5.8 | AT 5 | $\begin{aligned} & \mathrm{TH} \\ & 3.5 \end{aligned}$ | 36.2 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \mathrm{SN} \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$24 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 7.4 \end{aligned}$ | 77.0 |
|  | (190211) Uncooked egg pasta not stuffed or prepared, \$1-3 | US 5.6 | DE 5 | $\begin{aligned} & \mathrm{BE} \\ & 3.1 \end{aligned}$ | 36.7 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1 | $\begin{aligned} & \text { TR } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 10.1 \end{aligned}$ | 120.7 |
|  | (200811) Ground-nuts otherwise prepared or preserved, \$2-5 | $\begin{aligned} & \text { US } \\ & 63.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 4.4 \end{aligned}$ | 117.7 |


| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210120) Tea and mate extracts, essences and concentrates, \$320 | $\begin{aligned} & \text { US } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 11.2 \end{aligned}$ | 88.3 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
| Residues, wastes of food industry, animal fodder | (230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1 | US 40 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Antigua and Barbuda

## Basic statistics

| Current diversification (number of products) | 1,176 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,988 | Export opportunity in more complex products <br> (percentage) | 44 |
| Potential new products more complex than <br> the country's average | 2,967 | Import replacement opportunity in more <br> 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 | 8 |
| Plastics and articles thereof | 6 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Organic chemicals | 5 |
| Iron and steel | 4 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| Germany | 5 | Northern America | 16 |
| China | 5 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Russian Federation | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |
|  |  |  |  |

## 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 | 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 nes | 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, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 30 |
| United Kingdom | 9 | Western Europe | 23 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |


|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | ES $233.1$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & D E \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & \text { CL } \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, $\$ 0-2$ | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |




| (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
| :---: | :---: | :---: | :---: | :---: |
| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| (902111) Artificial joints, \$346-1061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \mathrm{KR} \\ & 88.2 \end{aligned}$ | 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 (USD million) |  | markets | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & D E \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |


|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 9.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 3.3 \end{aligned}$ | 56.6 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070700) Cucumbers and gherkins, fresh or chilled, \$0-2 | US 31 | $\begin{aligned} & \text { SK } \\ & 7.5 \end{aligned}$ | $\begin{aligned} & \mathrm{KZ} \\ & 5.6 \end{aligned}$ | 75.5 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US <br> 191.6 | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |


|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110812) Maize (corn) starch, \$0-1 | $\begin{aligned} & \text { DE } \\ & 9.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 6.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.3 \end{aligned}$ | 56.1 |
|  | (110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13 | CA 13 | $\begin{aligned} & \text { DE } \\ & 7.3 \end{aligned}$ | JP 3.9 | 48.2 |
|  | (110311) Wheat meal, \$0-1 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 1.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1.2 \end{aligned}$ | 19.4 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | US <br> 43.4 | 320.4 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | $\begin{aligned} & \text { US } \\ & 41.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | PL 2.8 | 32.1 |
|  | (120930) Seed, flower, for sowing, \$026 | FR 6.4 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
|  | (120750) Mustard seeds, \$0-3 | JP 4.3 | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 2.6 \end{aligned}$ | 18.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 9.7 \end{aligned}$ | 117.1 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |


| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160419) Fish nes, prepared or preserved, not minced, \$0-3 | FR 61 | IT 23 | $\begin{aligned} & \mathrm{CO} \\ & 10 \end{aligned}$ | 145.4 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115 | IL 3.5 | $\begin{aligned} & \mathrm{NL} \\ & 2.9 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.8 \end{aligned}$ | 23.3 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | $\begin{aligned} & \text { IE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | $\begin{aligned} & \text { AE } \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10 | $\begin{aligned} & \text { DK } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 4.6 \end{aligned}$ | 38.9 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & M Y \\ & 3.6 \end{aligned}$ | 47.1 |


| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 3.3 \end{aligned}$ | 72.2 |
|  | (210120) Tea and mate extracts, essences and concentrates, \$20-46 | $\begin{aligned} & \mathrm{NL} \\ & 36.9 \end{aligned}$ | PH 3 | $\begin{aligned} & \mathrm{EC} \\ & 2.6 \end{aligned}$ | 53.3 |


| Beverages, spirits and <br> vinegar | (220710) Undenatured ethyl alcohol > <br> 80\% by volume, \$0-1 | DE <br> 407.8 | GB <br> 375 | NL <br> 336.6 | 1714.8 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | $(220720)$ Ethyl alcohol and other spirits, <br> denatured, \$0-2 | AE <br> 91.8 | GB <br> 68.6 | DE <br> 57.3 | 390.9 |
|  | (220600) Fermented beverages nes (eg <br> cider, perry, mead, etc), \$0-1 | RU <br> 43.9 | GB <br> 30.9 | BW <br> 13.7 | 133.4 |
|  | (220900) Vinegar and substitutes for <br> 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 <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,602 | Export opportunity in more complex products <br> (percentage) | 57 |
| Potential new products more complex than <br> the country's average | 1,936 | Import replacement opportunity in more <br> 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 | 5 |
| 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 |  |
| :---: | :---: | :---: | :---: |
| Top markets for potential new products (percentage of export opportunities) |  |  |  |
| By countries |  | By regions |  |
| Country | Percent | Region | Percent |
| China | 11 | Asia | 40 |
| USA | 10 | Western Europe | 20 |
| France | 7 | Northern America | 12 |
| Germany | 5 | Eastern Europe | 7 |
| India | 4 | Southern Europe | 7 |
| Italy | 3 | Northern Europe | 6 |
| Spain | 3 |  |  |
| United Kingdom | 3 |  |  |
| Japan | 3 |  |  |
| Belgium | 3 |  |  |
| Netherlands | 3 |  |  |
| United Arab Emirates | 3 |  |  |
| Others | 29 |  |  |

## 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 |
| :---: | :---: |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 14 | Asia | 34 |
| Germany | 10 | Western Europe | 22 |


| 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 $668.9$ | $\begin{aligned} & \text { CN } \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |


|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (280469) Silicon, <99.99\% pure, \$1-4 | $\begin{aligned} & \text { MY } \\ & 60.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 27.2 \end{aligned}$ | 155.6 |
|  | (283526) Calcium phosphates except hydrogen-orthophosphate, \$0-0 | FR 23.8 | $\begin{aligned} & \text { SA } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 14.4 \end{aligned}$ | 132.6 |
| Organic chemicals | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290122) Propene (propylene), \$07 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | VN $113.7$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$1426-4982 | GB 147 | $\begin{aligned} & \text { SG } \\ & 106.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.5 \end{aligned}$ | 400.5 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$28-61 | $\begin{aligned} & \text { US } \\ & 120.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 118.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 100 \end{aligned}$ | 631.3 |
|  | Chemical element/compound wafers doped for electronic, $\$ 743-1791$ | SG 317 | JP 54 | $\begin{aligned} & \text { US } \\ & 52.5 \end{aligned}$ | 504.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$0-45 | MY 225 | $\begin{aligned} & \mathrm{PH} \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 37.9 \end{aligned}$ | 365.9 |


| Iron and steel | (720310) Ferrous products from direct reduction of iron ore, \$0-5 | $\begin{aligned} & \mathrm{CN} \\ & 307.1 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 76.7 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 63.8 \end{aligned}$ | 520.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0 | $\begin{aligned} & \text { CN } \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 151.9 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 41.6 \end{aligned}$ | 451.3 |
|  | (721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 34.9 \end{aligned}$ | 447.2 |
|  | (720711) Rectangular iron or nonalloy steel bars, <.25\%C, width< twice thicknes, \$0-3 | $\begin{aligned} & \text { TH } \\ & 292.3 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 14.1 \end{aligned}$ | 412.0 |
|  | (720221) Ferro-silicon, >55\% silicon, \$1-1 | $\begin{aligned} & \text { JP } \\ & 270.4 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 40.6 \end{aligned}$ | $\begin{aligned} & R U \\ & 14.4 \end{aligned}$ | 367.3 |
| Copper and articles thereof | (740311) Copper cathodes and sections of cathodes unwrought, \$6-6 | AE <br> 1449.3 | IN 336 | $\begin{aligned} & \text { EG } \\ & 237.1 \end{aligned}$ | 2902.6 |
|  | (740200) Unrefined copper, copper anodes, electrolytic refinin, \$6-38 | $\begin{aligned} & \mathrm{IN} \\ & 460.9 \end{aligned}$ | $\begin{aligned} & \text { NA } \\ & 92.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 63.1 \end{aligned}$ | 820.2 |
|  | (740911) Plate, sheet, strip, refined copper, coil, t > $0.15 \mathrm{~mm}, \$ 0-7$ | $\begin{aligned} & \text { IT } \\ & 171.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 152.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 18.3 \end{aligned}$ | 391.6 |
|  | (740819) Wire of refined copper < 6 mm wide, $\$ 6-20$ | $\begin{aligned} & \mathrm{IN} \\ & 111.5 \end{aligned}$ | AR 72 | $\begin{aligned} & \text { PH } \\ & 33.3 \end{aligned}$ | 321.9 |
|  | (741011) Foil of refined copper, not backed, $\mathrm{t}<0.15 \mathrm{~mm}, \$ 7-32$ | $\begin{aligned} & \text { US } \\ & 51.8 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 46.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 29.2 \end{aligned}$ | 184.9 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \text { CN } \\ & 985.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 879.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 461.3 \end{aligned}$ | 3935.8 |
|  | (750512) Bars, rods and profiles, nickel alloy, \$23-60 | $\begin{aligned} & C N \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 64.8 \end{aligned}$ | 363.5 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | $\begin{aligned} & \text { ID } \\ & 40.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 22.4 \end{aligned}$ | 176.1 |
|  | (750300) Nickel waste or scrap, \$916 | JP 42.8 | $\begin{aligned} & \text { US } \\ & 27.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 25.3 \end{aligned}$ | 134.2 |



|  | (870510) Mobile cranes, \$33973229543 | KZ 48.5 | $\begin{aligned} & \text { UZ } \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 47.8 \end{aligned}$ | 395.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870290) Buses except diesel powered, \$10429-82069 | $\begin{aligned} & \text { US } \\ & 117.3 \end{aligned}$ | AE $50.5$ | $\begin{aligned} & \text { IL } \\ & 22.5 \end{aligned}$ | 370.0 |
|  | (870490) Trucks nes, \$4464-30112 | GB 149 | $\begin{aligned} & \mathrm{RO} \\ & 18.4 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 17.5 \end{aligned}$ | 300.6 |
| Optical, photo, technical, medical, etc apparatus | (900130) Contact lenses, \$0-1 | US $445.7$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
|  | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & R U \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (903140) Optical instruments and appliances, nes, \$0-191 | $\begin{aligned} & C N \\ & 437.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 38.4 \end{aligned}$ | MY 12 | 523.8 |
|  | (900211) Objective lenses for cameras, projectors, etc, \$7121446 | $\begin{aligned} & \text { GB } \\ & 57.3 \end{aligned}$ | MY 45 | $\begin{aligned} & \text { DE } \\ & 31.1 \end{aligned}$ | 266.2 |
|  | (900190) Prisms, mirrors and optical elements nes, unmounted, \$651-1526 | $\begin{aligned} & \text { DE } \\ & 176.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 22.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 16.1 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except pure-bred breeding < 50 kg , \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |


|  | (020311) Swine carcasses and <br> half carcasses, fresh or chilled, <br> \$2-3 | AT |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


|  | (050510) Feathers and down used for stuffing, \$0-5 | $\begin{aligned} & \text { CN } \\ & 36.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | $\begin{aligned} & \text { PL } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | US 10 | 64.9 |
|  | (110412) Oats, rolled or flaked grains, \$2-4 | $\begin{aligned} & \mathrm{HK} \\ & 16.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | 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, \$1375 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | US 9.3 | IT 1.4 | 38.7 |
|  | (121300) Cereal straw \& husks, unprepared, \$0-0 | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | 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 | $\begin{gathered} \mathrm{HU} \\ 1.3 \end{gathered}$ | SI . 9 | 4.4 |




## Armenia

## Basic statistics

| Current diversification (number of products) | 3,267 | Potential new products more complex <br> (percentage) | 77 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,249 | Export opportunity in more complex products <br> (percentage) | 44 |
| Potential new products more complex than <br> the country's average | 3,256 | Import replacement opportunity in more <br> 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 | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Miscellaneous chemical products | 7 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Vehicles other than railway, tramway | 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 |  | By regions |  |
| Country | Percent | Region | Percent |
| USA | 11 | Asia | 38 |
| China | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 14 |
| France | 6 | Eastern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| Japan | 4 | Northern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Canada | 3 |  |  |
| Belgium | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 29 |  |  |

## 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

| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |


|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US $113.6$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | JM $96.6$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |
|  | (285100) Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | $\begin{aligned} & \text { US } \\ & 416.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | NL <br> 171.6 | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \text { CN } \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |


|  | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & \mathrm{CN} \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 103 \end{aligned}$ | 1100.1 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <50I closed by crimp/solde, \$0-2 | $\begin{aligned} & \text { NL } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | $\begin{aligned} & \text { ID } \\ & 36.7 \end{aligned}$ | 302.7 |


| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1818.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | IT $148.4$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (842710) Self-propelled works trucks, electric motor, \$6305-18192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | $\begin{aligned} & \text { CZ } \\ & 85.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 81.2 \end{aligned}$ | 748.0 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | MY $301.3$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | $\begin{aligned} & \text { AR } \\ & 2.2 \end{aligned}$ | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
| Vehicles other than railway, tramway | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & R U \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \mathrm{PH} \\ & 68.5 \end{aligned}$ | 884.4 |


| Optical, photo, technical, medical, etc apparatus | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | $\begin{aligned} & \text { US } \\ & 445.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 79.7 \end{aligned}$ | 886.2 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL $146.2$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & \text { HK } \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | Fl 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |


|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \mathrm{PH} \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | CA 25.6 | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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, eg honey, edible an product nes | (040690) Cheese except fresh, grated, processed or blueveined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040120) Milk not concentrated nor sweetened 16\% fat, \$0-0 | PH 68.6 | IT 47.6 | $\begin{aligned} & \mathrm{MO} \\ & 14.6 \end{aligned}$ | 199.4 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | IT 236.4 | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (080820) Pears and quinces, fresh, \$0-1 | $\begin{aligned} & \text { GB } \\ & 45.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 38.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 26.6 \end{aligned}$ | 217.0 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$4-7 | $\begin{aligned} & \mathrm{CN} \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 29.7 \end{aligned}$ | AU 6.9 | 100.5 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1 | FR 61.8 | $\begin{aligned} & \mathrm{CN} \\ & 7.4 \end{aligned}$ | PL 5.1 | 87.2 |


| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & V N \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | CA 17.5 | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \text { CN } \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 49.2 \end{aligned}$ | 308.5 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | US 41.7 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | 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 |



|  | (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 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | ES 54.3 | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | 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/vinega, \$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 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | RU 43.9 | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |


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

## Aruba

## Basic statistics

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


| 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 product nes | 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, oleagic 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 By regions
Country $\quad$ Percent $\quad$ Region $\quad$ Percent

| 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 |  |  |
| Netherlands | 3 |  | 3 |
| United Arab Emirates | 3 |  |  |
| Viet Nam |  |  |  |
| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (290220) Benzene, \$0-13 | BE <br> 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |



|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Paper \& paperboard, articles of pulp, paper and board | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |



| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |



| Cereals | (100190) Wheat except durum wheat, <br> and meslin, \$0-0 | VN <br> 503.4 | LK <br> 298.6 | MA <br> 152.2 | 2310.3 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (100300) Barley, \$0-1 | DE | JO |  |  |



|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | AT 3.3 | 72.2 |
|  | (210120) Tea and mate extracts, essences and concentrates, \$20-46 | $\begin{aligned} & \mathrm{NL} \\ & 36.9 \end{aligned}$ | PH 3 | $\begin{aligned} & \mathrm{EC} \\ & 2.6 \end{aligned}$ | 53.3 |
| Residues, wastes of food industry, animal fodder | (230910) Dog or cat food (retail), \$0-1 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.5 \end{aligned}$ | 480.5 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 6.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Australia

## Basic statistics

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


| 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 | 7 |
| Germany | 5 |
| Italy | 4 |
| Netherlands |  |


| 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

| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| Germany | 26 | Western Europe | 36 |
| China | 12 | Eastern Europe | 17 |
| Spain | 6 | Asia | 17 |
| Poland | 6 | Southern Europe | 14 |
| Italy | Northern Europe | 11 |  |
| Austria | 4 |  |  |
| Netherlands | 4 |  |  |
| United Kingdom | 4 |  |  |


| 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 purebred breeding < 50 kg , \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except purebred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | HU 48 | 300.7 |
| Mineral fuels, oils, distillation products, etc | (270730) Xylole, \$0-0 | $\begin{aligned} & \text { CN } \\ & 157.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 74.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 64.3 \end{aligned}$ | 370.5 |
|  | (271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0 | $\begin{aligned} & \mathrm{BE} \\ & 188.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 30.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 17.3 \end{aligned}$ | 259.9 |
|  | (270810) Pitch, \$0-1 | US 89.1 | $\begin{aligned} & \mathrm{BR} \\ & 19.9 \end{aligned}$ | AU <br> 14.4 | 167.7 |
|  | (270730) Xylole, \$0-2 | FR 4.9 | $\begin{aligned} & \mathrm{CH} \\ & 4.2 \end{aligned}$ | 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, \$354848 | IT 305.4 | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |


|  | (290122) Propene (propylene), \$0-7 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | $\begin{aligned} & \text { VN } \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (293490) Heterocyclic compounds, nes, \$777-1397 | DE 197 | $\begin{aligned} & \text { FR } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 68.3 \end{aligned}$ | 463.3 |
| Pulp of wood, fibrous cellulosic material, waste etc | (470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 1133.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 312.5 \end{aligned}$ | FI 190 | 2724.4 |
|  | (470500) Semi-chemical wood pulp, \$0-0 | $\begin{aligned} & \text { EG } \\ & 114.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 27.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.8 \end{aligned}$ | 178.3 |
| Iron and steel | (720310) Ferrous products from direct reduction of iron ore, \$0-5 | $\begin{aligned} & C N \\ & 307.1 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 76.7 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 63.8 \end{aligned}$ | 520.0 |
|  | (721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 34.9 \end{aligned}$ | 447.2 |
|  | (721914) Hot rolled stainless steel coil, w >600mm, $\mathrm{t}<3 \mathrm{~mm}, \$ 0-2$ | $\begin{aligned} & \text { FR } \\ & 279.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 141.4 \end{aligned}$ | JP 9.4 | 440.7 |
|  | (720711) Rectangular iron or nonalloy steel bars, $<.25 \%$ C, width< twice thicknes, \$0-3 | $\begin{aligned} & \text { TH } \\ & 292.3 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 14.1 \end{aligned}$ | 412.0 |
|  | (722490) Semi-finished products of alloy steel except stainles, \$0-1 | $\begin{aligned} & \text { US } \\ & 312.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 18.9 \end{aligned}$ | 384.9 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, $\$ 0-1$ | $\begin{aligned} & R U \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730451) Alloy steel pipe or tubing, cold rolled, \$0-2 | US 4.8 | KR 3.7 | VN 3.4 | 31.7 |


|  | (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 > $0.15 \mathrm{~mm}, \$ 0-7$ | IT 171.8 | $\begin{aligned} & \text { FR } \\ & 152.4 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 18.3 \end{aligned}$ | 391.6 |
|  | (741011) Foil of refined copper, not backed, $\mathrm{t}<\mathbf{0 . 1 5 \mathrm { mm } , \$ 7 - 3 2}$ | US 51.8 | $\begin{aligned} & \text { PL } \\ & 46.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 29.2 \end{aligned}$ | 184.9 |
|  | (740821) Wire, copper-zinc base alloy, \$0-7 | FR 18.9 | $\begin{aligned} & \text { VN } \\ & 15.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 6.3 \end{aligned}$ | 58.2 |
|  | (740940) Plate, sheet, strip, Copper nickel alloys, $\mathrm{t}>0.15 \mathrm{~mm}$, \$0-9 | GB 25 | FR 7.8 | VN 3.5 | 48.4 |
|  | (740940) Plate, sheet, strip, Copper nickel alloys, $\mathrm{t}>0.15 \mathrm{~mm}$, \$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 | $\begin{aligned} & R U \\ & 124.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 46.3 \end{aligned}$ | 373.6 |
|  | (844319) Offset printing machinery nes, \$323170-665945 | $\begin{aligned} & \text { US } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 35.7 \end{aligned}$ | 312.3 |
|  | (841932) Dryers for wood, paper pulp, paper or paperboard, \$543966927 | DE 33.3 | $\begin{aligned} & \text { US } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 22.9 \end{aligned}$ | 210.1 |
|  | (845961) Milling machines nes, num controlled for metal, \$5290011029756 | $\begin{aligned} & \mathrm{CN} \\ & 81.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 20.7 \end{aligned}$ | IT 19.9 | 161.2 |
|  | (845891) Lathes nes numerically controlled for removing metal, \$11934-129168 | $R \cup 48.1$ | $\begin{aligned} & \text { TH } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 24.1 \end{aligned}$ | 158.2 |
| Electrical, electronic equipment | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \text { RU } \\ & 155.3 \end{aligned}$ | IT 64.9 | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |


|  | (850230) Electric generating sets, nes, \$54215-102223 | US 99.2 | $\begin{aligned} & \text { UA } \\ & 65.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 44.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{RO} \\ & 1.2 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except pure-bred breeding < $50 \mathrm{~kg}, \$ 62-$ 82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except pure-bred breeding > 50 kg , \$165-223 | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 48 \end{aligned}$ | 300.7 |
| Meat and edible meat offal | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-0 | SE 27 | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | GH . 1 | 43.6 |


|  | (020649) Swine edible offal, frozen except livers, \$0-0 | NL 6.1 | $\begin{aligned} & \text { FR } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & C D \\ & 2.4 \end{aligned}$ | 17.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (021012) Bellies (streaky) of swine, salted, dried or smoked, \$0-4 | IT 8.9 | $\begin{aligned} & \text { GB } \\ & 2.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { HK } \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.4 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 2.5 \end{aligned}$ | FR 1 | 8.6 |
|  | (040819) Egg yolks except dried, \$2-4 | NL 1.8 | $\begin{aligned} & \text { JP } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 1.1 \end{aligned}$ | 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, \$130515 | 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 | $\begin{aligned} & \text { PL } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10 \end{aligned}$ | 64.9 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120923) Seed, fescue, for sowing, \$0-2 | GB 6.3 | $\begin{aligned} & \mathrm{FR} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.7 \end{aligned}$ | 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

## Austria

## Basic statistics

| Current diversification (number of products) | 20,886 | Potential new products more complex <br> (percentage) | 80 |
| :--- | :---: | :--- | :--- | :--- |
| Potential new products | 335 | Export opportunity in more complex products <br> (percentage) | 41 |
| Potential new products more complex than <br> the country's average | 269 | Import replacement opportunity in more <br> 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
By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| Japan | 15 | Asia | 51 |
| China | 12 | Western Europe | 12 |
| USA | 9 | Northern America | 11 |
| Rep. of Korea | 7 | Southern Europe | 7 |
| India | 5 | Northern Europe | 7 |
| Netherlands | 4 | Eastern Europe | 5 |
| Frace |  |  |  |


| France | 3 |
| :--- | :--- |
| Canada | 3 |
| Finland | 3 |
| Italy | 3 |
| Others | 20 |

## 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 |


| 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 |  | By regions |  |  |
| Country | Percent | Region |  | Percent |
| China, Hong Kong SAR | 26 | Asia |  | 64 |
| USA | 12 | Northern America |  | 14 |
| India | 10 | Northern Africa |  | 6 |
| Japan | 7 | Western Europe |  | 5 |
| Saudi Arabia | 7 | Northern Europe |  | 4 |
| Egypt | 6 | Southern Europe |  | 4 |
| Viet Nam | 5 | South America |  | 3 |
| Ireland | 3 |  |  |  |
| Italy | 3 |  |  |  |
| Brazil | 3 |  |  |  |
| Malaysia | 3 |  |  |  |
| Others | 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 | $\begin{aligned} & \text { JP } \\ & 402.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 161.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 3.5 \end{aligned}$ | 581.8 |
|  | (284330) Gold compounds, \$0-527 | $\begin{aligned} & \mathrm{CN} \\ & 89.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 4.3 \end{aligned}$ | AE . 2 | 94.5 |
|  | (282710) Ammonium chloride, \$0-0 | $\begin{aligned} & \text { MY } \\ & 8.8 \end{aligned}$ | VN 8.7 | $\begin{aligned} & \text { ID } \\ & 7.1 \end{aligned}$ | 37.4 |
|  | (285000) Hydrides, nitrides, azides, silicides and borides, \$0-15 | FR 9.1 | IN 4.6 | $\begin{aligned} & \text { CA } \\ & 2.8 \end{aligned}$ | 26.9 |
|  | (282760) lodides and odide oxides of metals, \$0-24 | $\begin{aligned} & \mathrm{CN} \\ & 11.4 \end{aligned}$ | BR 3.1 | $\begin{aligned} & \text { CA } \\ & 2.4 \end{aligned}$ | 24.7 |
| Organic chemicals | (293500) Sulphonamides in bulk, \$392933 | $\begin{aligned} & \text { IE } \\ & 69.8 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 63.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 42.4 \end{aligned}$ | 295.5 |
|  | (293420) Heterocyclic compounds containing a benzothiazole rin, \$0-3 | $\begin{aligned} & \text { US } \\ & 72.6 \end{aligned}$ | $\begin{aligned} & R U \\ & 7.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 7.1 \end{aligned}$ | 98.4 |
|  | (293359) Hetercyclic compounds with pyrimidine ring nes, \$398-943 | $\begin{aligned} & \text { SG } \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.3 \end{aligned}$ | 91.1 |
|  | (291219) Acyclic aldehydes without other oxygen function, nes, \$0-3 | IN 8.8 | AR 8.1 | $\begin{aligned} & \text { FR } \\ & 7.7 \end{aligned}$ | 71.8 |
|  | (290722) Hydroquinone (quinol), salts, \$0-6 | $\begin{aligned} & \mathrm{IN} \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 16.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 11.5 \end{aligned}$ | 67.4 |
| Plastics and articles thereof | (390390) Polymers of styrene except SAN or ABS in primary form, \$3-7 | $\begin{aligned} & \text { US } \\ & 34.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 10.8 \end{aligned}$ | 96.4 |
|  | (391723) Tube, pipe or hose, rigid, of polyvinyl chloride, \$43-138 | CZ 5.2 | LK 1 | EE . 2 | 7.2 |




|  | (851610) Electric instant, storage and immersion water heaters, \$321-491 | PH 4 | IT 2.3 | $\begin{aligned} & \mathrm{BR} \\ & 1.8 \end{aligned}$ | 12.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (850213) Generating sets, diesel, output $\text { > } 375 \text { kVA, \$0-30802 }$ | $\begin{aligned} & \mathrm{DO} \\ & 12.1 \end{aligned}$ |  |  | 12.1 |
| Optical, photo, technical, medical, etc apparatus | (901380) Optical devices, appliances and instruments, nes, \$274-671 | AU $21.9$ | $\begin{aligned} & \text { US } \\ & 17.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 3.4 \end{aligned}$ | 46.5 |
|  | (900120) Sheets/plates of polarising material, \$0-29 | $\begin{aligned} & \mathrm{CN} \\ & 13.5 \end{aligned}$ | PH 3.5 | RU . 9 | 19.0 |
|  | (901510) Rangefinders, \$0-68 | CA 3.5 | $\begin{aligned} & \mathrm{CH} \\ & 1.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 4.5 \end{aligned}$ | $\begin{gathered} \text { MY } \\ 1.7 \end{gathered}$ | $\begin{aligned} & \text { AE } \\ & .5 \end{aligned}$ | 7.1 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030721) Scallops, live, fresh or chilled, \$8-23 | $\begin{aligned} & \text { HK } \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2.1 \end{aligned}$ | 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, \$1032 | LK . 3 | JP . 2 | $\begin{aligned} & \text { TN } \\ & .1 \end{aligned}$ | 1.0 |


|  | (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 | $\begin{aligned} & \mathrm{MV} \\ & 0 \end{aligned}$ | 0.0 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120930) Seed, flower, for sowing, \$656-1600 | IN 7.6 | $\begin{aligned} & \text { JP } \\ & 5.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 2.6 \end{aligned}$ | 25.9 |
| Animal,vegetable fats and oils, cleavage products, etc | (151912) Oleic acid, \$3-5 | $\begin{aligned} & \text { SA } \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & .3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & .2 \end{aligned}$ | 6.9 |

## Azerbaijan

## Basic statistics

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

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

| 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 |
|  |  |
|  |  |
|  |  |


| 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

| Cereals | 15 |
| :---: | :---: |
| Edible fruit, nuts, peel of citrus fruit, melons | 12 |
| Dairy products, eggs, honey, edible animal product nes | 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, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 9 | Asia | 40 |
| Germany | 8 | Western Europe | 18 |


| 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 | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |


|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$14-51 | $\begin{aligned} & \text { DE } \\ & 104.9 \end{aligned}$ | US 93 | ES 46.2 | 462.3 |
| Miscellaneous chemical products | (381800)/Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | DE 19.7 | 680.3 |
| Plastics and articles thereof | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |


|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390760) Polyethylene terephthalate, in primary forms, \$0- 1 | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | ES 42.3 | PK 40.5 | 711.8 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < 6 mm , \$0202 | US $3499.8$ | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | US <br> 1396.3 | BE 83.7 | FR 63.8 | 1692.2 |
|  | (441212) Plywood, 1 or 2 outer ply non-conifer nes (ply <6 mm), \$419764 | US 646.8 | $\begin{aligned} & \text { FR } \\ & 180.5 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 45.5 \end{aligned}$ | 976.4 |
|  | (440122) Wood in chips, nonconiferous, \$0-0 | $\begin{aligned} & \text { CN } \\ & 273.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 238.3 \end{aligned}$ | ID 93.6 | 694.4 |
|  | (441810) Windows, Frenchwindows, frames, of wood, \$2-8 | $\begin{aligned} & \text { GB } \\ & 37.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 33.6 \end{aligned}$ | AT 22 | 194.0 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, 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 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |



|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | PH 68.5 | 884.4 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | ES 67.4 | 533.2 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | US $233.5$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 13.8 \end{aligned}$ | 271.3 |



|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | IT 21.3 | 335.1 |
|  | (100510) Maize (corn) seed, \$2-6 | $\begin{aligned} & \mathrm{HU} \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 20.2 \end{aligned}$ | 244.7 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 23.4 \end{aligned}$ | PL 5.5 | FR 4.5 | 44.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 49.2 \end{aligned}$ | 308.5 |
|  | (120600) Sunflower seeds, \$0-4 | $\begin{aligned} & \text { AE } \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | CA 1.6 | 20.5 |


| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | US <br> 108.6 | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | $\begin{aligned} & \mathrm{IN} \\ & 54.7 \end{aligned}$ | SA 8.8 | NZ 8.3 | 124.6 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & N L \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 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, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$0-3 | $\begin{aligned} & \text { FR } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 14.3 \end{aligned}$ | 126.9 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |




## Bahamas

## Basic statistics

| Current diversification (number of products) | 1,076 | Potential new products more complex <br> (percentage) | 71 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,807 | Export opportunity in more complex products <br> (percentage) | 38 |
| Potential new products more complex than <br> the country's average | 2,719 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Iron and steel | 4 |
| 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 | 31 |
| Sum of others with smaller share | 4 |
|  | 4 |

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 product nes | 23 |
| Edible fruit, nuts, peel of citrus fruit, melons | 16 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 31 |
| United Kingdom | 8 | Western Europe | 18 |
| Russian Federation | 7 | Northern America | 15 |
| Germany | 6 | Northern Europe | 14 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (293100) Organo-inorganic compounds, nes, \$3-18 | $\begin{aligned} & \text { BR } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 31.3 \end{aligned}$ | 593.9 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |



| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | NL $128.1$ | 1181.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841191) Parts of turbo-jet or turbopropeller engines, \$1950-4416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | NL $231.7$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |



|  | (901390) Parts and accessories of <br> optical appliances nes, \$683-1534 | CN <br> 1211.5 | KR 44 | GB <br> 17.3 | 1325.9 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902111) Artificial joints, $\$ 346-1061$ | US <br> 311.2 | CH <br> 261.6 | NL <br> 213.6 | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, <br> nes, \$0-65 | CN <br> 803.6 | BR <br> 131.9 | EG <br> 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 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | $\begin{aligned} & \text { IT } \\ & 15.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030739) Mussels, frozen, dried, salted or in brine, \$3-8 | $\begin{aligned} & \text { US } \\ & 5.3 \end{aligned}$ | 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 $113.2$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, $\$ 8$-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |


| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 15.5 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.3 \end{aligned}$ | 57.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 3.3 \end{aligned}$ | 56.6 |
|  | (060210) Cuttings and slips, not rooted, \$0-0 | US 26 | $\begin{aligned} & \mathrm{NL} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.4 \end{aligned}$ | 50.4 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & D E \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 30.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | NL $172.7$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |


| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120600) Sunflower seeds, \$0-4 | AE $33.2$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | PL 2.8 | 32.1 |
|  | (120930) Seed, flower, for sowing, \$026 | FR 6.4 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
|  | (120810) Soya bean flour or meal, \$0-3 | $\begin{gathered} \mathrm{AU} \\ 3.7 \end{gathered}$ | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | AF $23.2$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |




## Bahrain

## Basic statistics

| Current diversification (number of products) | 4,763 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,863 | Export opportunity in more complex products <br> (percentage) | 61 |
| Potential new products more complex than <br> the country's average | 3,007 | Import replacement opportunity in more <br> 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 | 5 |
| Electrical, electronic equipment | 5 |
| Plastics and articles thereof | 4 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| Miscellaneous chemical products | 5 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Articles of iron or steel | 30 |
| Sum of others with smaller share | 4 |
|  |  |

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 |


| 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 | 4 |
| Dairy products, eggs, honey, edible animal product nes | 2 |
| Milling products, malt, starches, inulin, wheat gluten | 2 |
| Sum others with smaller share | 5 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 20 | Asia | 46 |
| USA | 12 | Northern America | 13 |
| Rep. of Korea | 5 | Western Europe | 12 |


| 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 metalcompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & V N \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |


|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US $671.9$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |


|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
|  | (390720) Polyethers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { IT } \\ & 172.6 \end{aligned}$ | TR 74.2 | $\begin{aligned} & \text { EG } \\ & 44.4 \end{aligned}$ | 564.8 |
| Iron and steel | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | BE 92.6 | TH 89.6 | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <br> <501 closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |



|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |


|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fish, $\quad$ crustaceans,molluscs, $\quad$ aquaticinvertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030549) Smoked fish \& fillets other than herrings or salmon, \$621 | DE 55.7 | SE 9.9 | IT 6 | 99.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
| Dairy products, eggs, honey, edible animal product nes | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040110) Milk not concentrated nor sweetened < 1\% fat, \$0-0 | IT 35.4 | $\begin{aligned} & \text { IE } \\ & 24.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 3.1 \end{aligned}$ | 33.4 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds, fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |


|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { IT } \\ & 276.8 \end{aligned}$ | DE 62 | $\begin{aligned} & \text { ES } \\ & 15.6 \end{aligned}$ | 444.8 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN <br> 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |



| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190510) Crispbread, \$2-6 | NL 15.6 | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | DK 5.3 | 56.9 |
|  | (190490) Cereals, except maize grain, prepared nes, \$5-10 | JM 14.2 | DE 5.6 | $\begin{aligned} & \mathrm{MM} \\ & 5.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US $141.2$ | $\begin{aligned} & A U \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | US <br> 34.3 | AL $12.4$ | 145.1 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$12 | ES 54.3 | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-0 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 66.6 \end{aligned}$ | 496.3 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \mathrm{RU} \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
| Residues, wastes of food industry, animal fodder | (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |


|  | (230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1 | US 40 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | SA $18.2$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Bangladesh

## Basic statistics

| Current diversification (number of products) | 5,844 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,416 | Export opportunity in more complex products <br> (percentage) | 57 |
| Potential new products more complex than <br> the country's average | 2,676 | Import replacement opportunity in more <br> 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 | 4 |
| Plastics and articles thereof | 3 |
| Articles of iron or steel | 5 |
| Optical, photo, technical, medical, etc apparatus |  |
| 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 | 3 |
| 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 product nes | 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 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 12 | Asia | 40 |
| USA | 8 | Western Europe | 17 |
| Germany | 5 | Northern Europe | 11 |
| United Kingdom | 5 | Northern America | 10 |
| China, Hong Kong SAR | 5 | Eastern Europe | 7 |
| France | 4 | Southern Europe | 5 |
| Viet Nam | 4 | 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 | $\begin{aligned} & C N \\ & 70832.8 \end{aligned}$ | JP $802.6$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 3.3 \end{aligned}$ | 31.5 |
| Inorganic chemicals, precious metal compound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE 668.9 | $\begin{aligned} & \text { CN } \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | KR 828.6 | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (283620) Disodium carbonate, \$0-0 | TH 116.8 | KR 58.3 | $\begin{aligned} & \text { BR } \\ & 47.2 \end{aligned}$ | 633.9 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
| Organic chemicals | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |




|  | (850230) Electric generating sets, nes, \$294-21862 | PK 207.8 | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vehicles other than railway, tramway | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & R U \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | ES 418.7 | $\begin{aligned} & \text { NL } \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$52514103973 | $\begin{aligned} & \text { GB } \\ & 577.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 173.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 145.2 \end{aligned}$ | 1180.6 |
| Optical, photo, technical, medical, etc apparatus | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | DE 668.3 | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
|  | (902730) Spectrometers, spectrophotometers, etc using light, $\$ 3396-16538$ | $\begin{aligned} & \mathrm{CN} \\ & 200.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 193.6 \end{aligned}$ | IN 108 | 787.4 |
|  | (902750) Instruments nes using optical radiations, \$304-5957 | $\begin{aligned} & \mathrm{CN} \\ & 561.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 42.1 \end{aligned}$ | 770.6 |

Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, <br> unit price range | Top growing <br> (USD million) |  | markets | Export <br> opportunity <br> (USD million) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\# 1$ | $\# 2$ | $\# 3$ |  |  |


| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & J P \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Fish, $\quad$ crustaceans,molluscs, <br> invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & C N \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030710) Oysters, \$6-13 | US 5.8 | $\begin{aligned} & C N \\ & 3.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040291) Milk and cream unsweetened, concentrated, \$1-3 | DE 76 | $\begin{aligned} & \text { SA } \\ & 53.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 23.1 \end{aligned}$ | 186.6 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |





|  | (200990) Mixtures of juices not fermented or spirited, \$8-24 | $\begin{aligned} & \mathrm{DE} \\ & 14.4 \end{aligned}$ | AF 6.6 | AT 1.7 | 27.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & R U \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{TH} \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |

## Barbados

## Basic statistics

| Current diversification (number of products) | 1,919 | Potential new products more complex <br> (percentage) | 76 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,251 | Export opportunity in more complex products <br> (percentage) | 46 |
| Potential new products more complex than <br> the country's average | 3,236 | Import replacement opportunity in more <br> 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 | 6 |
| Vehicles other than railway, tramway | 6 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus |  |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 37 |
| China | 8 | Western Europe | 20 |
| France | 6 | Northern America | 15 |
| Germany | 6 | Northern Europe | 7 |
| Thailand | 4 | Eastern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Rep. of Korea | 3 | South America | 3 |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 | 20 |
| Meat and edible meat offal | 16 |


| 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 |
| Residues, wastes of food industry, animal fodder of others with smaller share | 2 |
| Milling products, malt, starches, inulin, wheat gluten | 2 |
|  | 8 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 37 |
| Germany | 9 | Western Europe | 20 |
| China | 9 | Northern America | 13 |
| United Kingdom | 7 | Northern Europe | 12 |


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


| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Plastics and articles thereof | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | NL $128.1$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | 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) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |


|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840820) Engines, diesel, for motor vehicles, \$0-771 | US 242 | $\begin{aligned} & \text { GB } \\ & 208.1 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 149.8 \end{aligned}$ | 776.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 3.5 \end{aligned}$ | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \mathrm{RU} \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 68.5 \end{aligned}$ | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |


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

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$02 | $\begin{aligned} & \text { CN } \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 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 | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | ID $143.6$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |





|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \mathrm{GB} \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$02 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Belarus

## Basic statistics

| Current diversification (number of products) | 8,003 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,861 | Export opportunity in more complex products <br> (percentage) | 51 |
| Potential new products more complex than <br> the country's average | 2,255 | Import replacement opportunity in more <br> 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 | 5 |
| Vehicles other than railway, tramway | 4 |
| Miscellaneous chemical products | 4 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Plastics and articles thereof | 5 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Nickel and articles thereof | 3 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 11 | Asia | 40 |
| USA | 10 | Western Europe | 18 |
| Germany | 5 | Northern America | 12 |
| France | 5 | Southern Europe | 9 |
| Netherlands | 4 | Northern Europe | 8 |
| Thailand | 4 | Eastern Europe | 6 |
| Italy | 4 | South America | 3 |
| United Kingdom | 4 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Spain | 3 |  |  |
| Others | 29 |  |  |
| P |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 17 | Asia | 43 |
| China, Hong Kong SAR | 9 | Western Europe | 18 |
| USA | 8 | Northern Europe | 13 |


| 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 metalcompound, isotopes | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.2 \end{aligned}$ | 271.8 |


| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660 | $\begin{aligned} & \text { IE } \\ & 383.8 \end{aligned}$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
|  | (290122) Propene (propylene), \$0-7 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | US <br> 113.1 | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
|  | (293100) Organo-inorganic compounds, nes, \$3-18 | $\begin{aligned} & \text { BR } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 31.3 \end{aligned}$ | 593.9 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (381512) Supported catalysts, precious metal based, \$204-452 | $\begin{aligned} & \text { CZ } \\ & 229.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 130.1 \end{aligned}$ | DE 65 | 701.5 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$1736 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 37.3 \end{aligned}$ | 497.8 |
|  | (390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3 | US <br> 92.4 | $\begin{aligned} & \text { TR } \\ & 43.5 \end{aligned}$ | IN 42 | 375.7 |




|  | (871150) Motorcycles, spark ignition engine of > 800 cc , \$11548-21728 | $\begin{aligned} & \text { GB } \\ & 47.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 45.4 \end{aligned}$ | $\begin{aligned} & D E \\ & 42.1 \end{aligned}$ | 240.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (902111) Artificial joints, \$3461061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | JP $124.8$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
|  | (902111) Artificial joints, \$10612135 | $\begin{aligned} & \text { FR } \\ & 315.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 165.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 101.2 \end{aligned}$ | 809.7 |
|  | (901920) Therapeutic respiration apparatus, \$137-294 | $\begin{aligned} & \text { FR } \\ & 128.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 24.1 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except pure-bred breeding < 50 kg , \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except pure-bred breeding > 50 kg , \$165-223 | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | HU 48 | 300.7 |
| Meat and edible meat offal | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3 | $\begin{aligned} & C N \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |



|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | CA 4.2 | 48.3 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | US 6.3 | $\begin{aligned} & C N \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, $\$ 4-12$ | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080211) Almonds in shell fresh or dried, \$3-9 | $\begin{aligned} & \text { CN } \\ & 222.5 \end{aligned}$ | IN 75 | $\begin{aligned} & \text { AE } \\ & 15.2 \end{aligned}$ | 373.8 |
|  | (080240) Chestnuts, fresh or dried, \$2-7 | $\begin{aligned} & \text { JP } \\ & 17.7 \end{aligned}$ | ES 7.2 | AT 2.2 | 35.7 |
|  | (081310) Apricots, dried, \$2-6 | $\begin{aligned} & \text { BY } \\ & 13.7 \end{aligned}$ | NL 8.1 | NZ 2.6 | 32.6 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | BY 2.8 | ES 2.7 | 88.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |



| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-0 | $\begin{aligned} & \text { FR } \\ & 342.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 69.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 58.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 2.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$02 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
| Tobacco and manufactured tobacco substitutes | (240399) Products of tobacco, substitute nes, extract, essence, \$67-157 | JP $505.6$ | LV 47 | $\begin{aligned} & \text { LT } \\ & 42.2 \end{aligned}$ | 667.1 |

## Belgium

## Basic statistics

| Current diversification (number of products) | 22,550 | Potential new products more complex <br> (percentage) | 86 |  |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 303 | Export opportunity in more complex products <br> (percentage) | 71 |  |
| Potential new products more complex than | 262 | Import replacement opportunity in more <br> the country's average |  | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| India | 30 | Asia | 50 |
| USA | 8 | Northern America | 13 |
| Germany | 6 | Western Europe | 13 |
| Canada | 5 | Eastern Europe | 8 |
| Egypt | Northern Europe | 6 |  |
| China, Hong Kong SAR | 5 | Northern Africa | 5 |
| Hungary | 4 |  |  |
| China | 4 |  |  |
| Others | 17 |  |  |

## 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
By regions

| Country | Percent |
| :--- | :--- |
| USA | 17 |
| China | 14 |
| Germany | 10 |


| Denmark | 10 |
| :--- | :--- |
| France | 5 |


| France | 5 |
| :--- | :--- |
| Canada | 5 |
| United Kingdom | 4 |


| Peru | 4 |
| :--- | :--- |
| Poland | 3 |
| Sweden | 3 |
| Netherlands | 3 |
| Others | 11 |


| 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 <br> price range | Top growing <br> (USD million) | markets | Export <br> opportunity <br> (USD million) |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | \#1 | $\# 2$ | $\# 3$ |  |  |
| Oil seed, oleagic fruits, <br> grain, seed, fruit, etc, nes | (120923) Seed, fescue, for sowing, <br> $\$ 2-3$ | CN <br> 22.7 | US <br> 18.7 | CA <br> 3.2 | 54.8 |


|  | (120923) Seed, fescue, for sowing, \$0-2 | GB 6.3 | FR 5.4 | $\begin{aligned} & \text { DE } \\ & 4.7 \end{aligned}$ | 24.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120922) Seed, clover, for sowing, \$2-5 | CA 4.8 | DE 4.8 | $\begin{aligned} & \text { US } \\ & 3.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{IN} \\ & 43.8 \end{aligned}$ | AT 4.8 | $\begin{aligned} & \text { BE } \\ & 2.7 \end{aligned}$ | 55.2 |
|  | (293340) Heterocyc cmpounds, quinoline ring not further fused, \$1311-2110 | $\begin{aligned} & \text { DE } \\ & 23.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 1.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 63.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 20.5 \end{aligned}$ | 200.6 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$4-12 | $\begin{aligned} & \text { SG } \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & A Z \\ & 7.7 \end{aligned}$ | 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, \$2636 | AT 1.5 | SE . 9 | IN . 5 | 3.6 |


| Pulp of wood, fibrous cellulosic material, waste etc | (470500) Semi-chemical wood pulp, \$0-0 | $\begin{aligned} & \text { EG } \\ & 114.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 27.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.8 \end{aligned}$ | 178.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721060) Flat rolled iron or nonalloy steel, coated with aluminium, width>600mm, \$1-2 | $\begin{aligned} & C Z \\ & 13.7 \end{aligned}$ | HU 4.5 | $\begin{aligned} & \text { AT } \\ & 4.4 \end{aligned}$ | 33.0 |
|  | (721990) Rolled stainless steel sheet, width > 600mm, nes, \$36127 | $\begin{aligned} & \text { EG } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 6.4 \end{aligned}$ | $\begin{gathered} \text { FR } \\ 1.9 \end{gathered}$ | 31.3 |
|  | (720292) Ferro-vanadium, \$0-25 | CN 14 | FR 2.8 | $\begin{aligned} & \mathrm{BE} \\ & 2.1 \end{aligned}$ | 28.0 |
|  | (721924) Hot rolled stainless steel flat, w $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}, \$ 8-17$ | $\begin{aligned} & \text { SK } \\ & 10.3 \end{aligned}$ | FR 2.5 | $\begin{aligned} & \mathrm{CN} \\ & 1.7 \end{aligned}$ | 16.0 |
|  | (720890) Hot rolled iron or nonalloy steel, width >600mm, nes, \$16-107 | $\begin{aligned} & \text { EG } \\ & 11.7 \end{aligned}$ | IT 1.9 | CR . 1 | 13.9 |
| Nickel and articles thereof | (750300) Nickel waste or scrap, \$9-16 | $\begin{aligned} & \text { JP } \\ & 42.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 27.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 25.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 100.1 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 33.6 \end{aligned}$ | 392.7 |
|  | (843311) Mowers, powered, lawn, with horizontal cutting device, \$829-1896 | $\begin{aligned} & \text { CA } \\ & 177 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 31.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 23.6 \end{aligned}$ | 272.5 |
|  | (841182) Gas turbine engines nes of a power > $5000 \mathrm{~kW}, \$ 5317670-$ 6072953 | $\begin{aligned} & \mathrm{HU} \\ & 150.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 14.5 \end{aligned}$ | 217.2 |


|  | (848250) Bearings, cylindrical roller, nes, \$0-15 | $\begin{aligned} & \mathrm{IN} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 10.1 \end{aligned}$ | $\begin{aligned} & C N \\ & 8.5 \end{aligned}$ | 74.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847520) Machines for manufacturing or hot working glass nes, \$1075-76710 | $\begin{aligned} & \text { US } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 18.5 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 3.4 \end{aligned}$ | 60.2 |
| Electrical, electronicequipment | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$48-77 | EG 23 | $\begin{aligned} & \text { CA } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 7.6 \end{aligned}$ | 53.0 |
|  | $\begin{aligned} & \text { (853529) Automatic } \quad \text { circuit } \\ & \text { breakers for voltage }>72.5 \mathrm{kV} \text {, } \\ & \$ 126-168 \end{aligned}$ | 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, nondriving, \$3-23 | $\begin{aligned} & \text { DE } \\ & 44.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 13.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 6.3 \end{aligned}$ | 88.9 |
|  | (860400) Railway maintenance-ofway service vehicles, \$4607237187 | KE 9.3 | CN 6.1 | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{BR} \\ & .1 \end{aligned}$ | 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 |



| Animal,vegetable fats and oils, cleavage products, etc | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$10-15 | $\begin{aligned} & \text { PE } \\ & 7.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 28.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (150890) Refined ground-nut oil not chemically modified, \$139-274 | Fl . 4 | CN 0 | IN 0 | 0.4 |
|  | (151229) Cotton-seed or fractions simply refined, \$18-24 | KR . 1 | EG 0 | $\begin{aligned} & \text { MY } \\ & 0 \end{aligned}$ | 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 <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,911 | Export opportunity in more complex products <br> (percentage) | 35 |
| Potential new products more complex than <br> the country's average | 2,922 | Import replacement opportunity in more <br> 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 | 8 |
| Plastics and articles thereof | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Iron and steel | 5 |
| Organic chemicals | 4 |
| Articles of iron or steel | 3 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Miscellaneous chemical products | 3 |
| Pharmaceutical products | 32 |
| Sum of others with smaller share | 4 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 34 |
| France | 7 | Western Europe | 21 |
| China | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| India | 3 | South America | 4 |
| Rep. of Korea | 3 |  |  |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 39 |
| France | 6 | Western Europe | 19 |
| Japan | 6 | Northern America | 14 |
| Netherlands | 5 | Northern Europe | 9 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | DE $106.8$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |


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


| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | DE $221.2$ | 2871.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | JP $208.2$ | PE $120.7$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}$, $\mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | NL $128.1$ | 1181.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (842951) Front end shovel loaders, \$27366-72431 | $\begin{aligned} & \text { FR } \\ & 443.6 \end{aligned}$ | $\begin{aligned} & R U \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 207.4 \end{aligned}$ | 1552.2 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


|  | (901390) Parts and accessories of <br> optical appliances nes, \$683-1534 | CN <br> 1211.5 | KR 44 | GB <br> 17.3 | 1325.9 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE <br> 79.7 | 886.2 |
|  | (902140) Hearing aids, except parts <br> and accessories, \$85-242 | FR <br> 373.8 | NL <br> 146.2 | GB <br> 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\mathrm{JP}$ $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (021020) Bovine meat salted, dried or smoked, \$6-22 | ES 8.5 | IT 4.2 | $\begin{aligned} & \text { GB } \\ & 3.8 \end{aligned}$ | 23.1 |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030614) Crabs, frozen, \$6-24 | JP $482.4$ | US $135.9$ | $\begin{aligned} & \text { VN } \\ & 23.7 \end{aligned}$ | 736.3 |
|  | (030490) Fish meat \& mince, except liver, roe \& fillets, froze, \$28 | $\begin{aligned} & \text { TH } \\ & 80.1 \end{aligned}$ | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 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 |



|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$01 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | DE 4.2 | 64.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US $947.3$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (081010) Strawberries, fresh, \$27 | US $293.1$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |



| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & C N \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
| Miscellaneous ediblepreparations | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210210) Yeasts, active, \$0-2 | $\begin{aligned} & \text { FR } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \mathrm{MA} \\ & 7.4 \end{aligned}$ | 115.7 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | IT 10.8 | AT 3.3 | 72.2 |


| (210500) <br> edible ice, $\$ 5-10$ | Ice cream and other <br> 10.8 | NL 8.9 | HK 6.1 | 56.5 |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Benin

## Basic statistics

| Current diversification (number of products) | 1,401 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,913 | Export opportunity in more complex products <br> (percentage) | 53 |
| Potential new products more complex than <br> the country's average | 3,053 | Import replacement opportunity in more <br> 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 | 30 |
| Sum of others with smaller share | 2 |
|  | 40 |

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

By countries

| Country | Percent |
| :--- | :--- |
| China | 23 |
| USA | 11 |
| France | 6 |
| Germany | 3 |
| 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 product nes | 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 |


| 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 By regions

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


| 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 | $\begin{aligned} & \mathrm{CN} \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 74047.4 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | BE 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | BE 2807 | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |



| Iron and steel | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN 655.6 | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | TH 391.9 | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width >600mm, t 0.51 mm , nes, \$0-0 | TH 347.6 | JP 205.1 | BE $133.5$ | 1065.9 |
|  | (720823) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}$, t 3 4.75 mm , nes, \$0-0 | $\begin{aligned} & \text { CN } \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25\%, \$0-0 | BE 92.6 | $\begin{aligned} & \text { TH } \\ & 89.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | MY 83.8 | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (842951) Front end shovel loaders, \$27366-72431 | FR 443.6 | $\begin{aligned} & \text { RU } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 207.4 \end{aligned}$ | 1552.2 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |


|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | ES 609.7 | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | MY $301.3$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | IT 232.7 | AE $116.2$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), $\$ 0-28$ | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US $353.1$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, $\$ 0-65$ | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |

Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, <br> unit price range | Top growing markets (USD <br> million) |
| :--- | :--- | :--- |


|  |  | \#1 | \#2 | \#3 | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | SA $167.4$ | $\begin{aligned} & \text { JP } \\ & 111.3 \end{aligned}$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$02 | NL 29.2 | $\begin{aligned} & P L \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 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, froze, \$310 | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$13 | US 75.1 | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | FR 96.8 | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |





|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  |  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
| Miscellaneous ediblepreparations preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210500) Ice cream and other edible ice, \$2-5 | CZ 23.4 | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | US 52.6 | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 1077.2 \end{aligned}$ | $\begin{aligned} & R U \\ & 149.7 \end{aligned}$ | $\begin{aligned} & D E \\ & 131.3 \end{aligned}$ | 1996.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | RU 43.9 | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 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 <br> (percentage) | 71 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,836 | Export opportunity in more complex products <br> (percentage) | 35 |
| Potential new products more complex than <br> the country's average | 2,021 | Import replacement opportunity in more <br> 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 | 4 |
| Sum of others with smaller share | 2 |
|  | 43 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 34 |
| France | 8 | Western Europe | 21 |
| Germany | 6 | Northern America | 18 |
| China | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Italy | 3 | Southern Europe | 6 |
| Japan | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 28 |  |  |

## 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 | 15 |
| Vegetable, fruit, nut, etc food preparations | 14 |
| Cereal, flour, starch, milk preparations and products | 14 |


| 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 |


| Japan | 5 |
| :--- | :--- |
| 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 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| $\begin{aligned} & \text { Paper \& } \\ & \text { paperboard, } \\ & \text { articles of pulp, } \\ & \text { paper and } \\ & \text { board } \end{aligned}$ | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |



|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
|  | (721090) Flat rolled iron or non-alloy steel, clad/plated/coated, w >600mm, nes, \$1-5 | $\begin{aligned} & \text { DE } \\ & 205.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 28.5 \end{aligned}$ | 389.7 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | $\begin{array}{ll}\text { (841850) } & \text { Refrigerator/freezer } \\ \text { chests/cabinets/showcases, } \$ 450-1594\end{array}$ | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \text { AU } \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |


| Electrical, <br> electronic <br> equipment | (854290) Parts of electronic integrated circuits <br> etc, \$415-947 | TH <br> 2040.7 | MY | HK |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL $146.2$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & D E \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \text { RU } \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | FI $29.2$ | 336.6 |
|  | (040630) Cheese processed, not grated or powdered, \$3-7 | $\begin{aligned} & \text { DE } \\ & 73.9 \end{aligned}$ | 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, \$512 | US $167.9$ | $\begin{aligned} & \text { PL } \\ & 28.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 21.1 \end{aligned}$ | 331.0 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { FR } \\ & 287.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 18.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 16 \end{aligned}$ | 396.3 |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |




|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 78.8 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 16.9 \end{aligned}$ | 309.2 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  |  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |


|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | $\begin{aligned} & \text { PL } \\ & 5.6 \end{aligned}$ | 145.1 |
|  | (210320) Tomato ketchup and other tomato sauces, \$1-2 | $\begin{aligned} & \mathrm{NO} \\ & 12.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 11.4 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 9.4 \end{aligned}$ | 125.1 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE $91.8$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 <br> (percentage) | 59 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,020 | Export opportunity in more complex products <br> (percentage) | 26 |
| Potential new products more complex than <br> the country's average | 1,771 | Import replacement opportunity in more <br> 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 |
| Pharmaceutical products | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Articles of iron or steel | 4 |
| Iron and steel | 3 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Organic chemicals | 3 |
| Miscellaneous chemical products | 39 |
| Sum of others with smaller share | 3 |
|  |  |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 34 |
| Germany | 7 | Western Europe | 21 |
| France | 6 | Northern America | 17 |
| China | 6 | Eastern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Netherlands | 4 | Northern Europe | 7 |
| Thailand | 4 | South America | 3 |
| Japan | 3 |  |  |
| Italy | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 28 |  |  |

## 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 |
| Cereals | 16 |
| 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 | 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 |
|  | 2 |

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 |


| 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 $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, $\$ 12$ - 89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | ES 65.8 | 528.2 |




|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter $<406.4 \mathrm{~m}$, \$01 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | ES 34.1 | 468.6 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (842952) Shovels and excavators with revolving superstructure, \$36269-86767 | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | US 867.9 | $\begin{aligned} & \text { RU } \\ & 663.9 \end{aligned}$ | 3641.9 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and <br> mechanical <br> \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | SA 96.8 | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, <br> including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |



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


|  | (070700) Cucumbers and gherkins, fresh or chilled, \$0-2 | US 31 | $\begin{aligned} & \text { SK } \\ & 7.5 \end{aligned}$ | KZ 5.6 | 75.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-0 | $\begin{aligned} & \text { FR } \\ & 28.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 4.7 \end{aligned}$ | 61.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \mathrm{AE} \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (080420) Figs, fresh or dried, \$3-8 | $\begin{aligned} & \mathrm{IN} \\ & 18.9 \end{aligned}$ | IT 8.9 | AT 7.4 | 47.1 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | 25.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120600) Sunflower seeds, \$0-4 | $\begin{aligned} & \mathrm{AE} \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |



|  | (170191) Refined sugar, in solid form, flavoured or coloured, \$1-6 | $\begin{aligned} & \text { GB } \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 2.1 \end{aligned}$ | JP 1.6 | 12.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | JP $120.9$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
|  | (180610) Cocoa powder, sweetened, \$2-8 | NL 5.8 | AT 5 | $\begin{aligned} & \text { TH } \\ & 3.5 \end{aligned}$ | 36.2 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |


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

## Bolivia (Plurinational State of)

## Basic statistics

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


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 35 |
| China, Hong Kong SAR | 7 | Western Europe | 18 |
| United Kingdom | 7 | Northern America | 12 |


| 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 |  |  |  |

## 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, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |


|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \mathrm{BE} \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 91.6 \end{aligned}$ | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | BE $207.5$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |


|  | (390740) Polycarbonates, in primary forms, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 579.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 38.9 \end{aligned}$ | 868.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < 6 mm , \$0202 | US <br> 3499.8 | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | US $1396.3$ | $\begin{aligned} & \text { BE } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 63.8 \end{aligned}$ | 1692.2 |
|  | (441212) Plywood, 1 or 2 outer ply non-conifer nes (ply <6 mm), \$419764 | US $646.8$ | $\begin{aligned} & \text { FR } \\ & 180.5 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 45.5 \end{aligned}$ | 976.4 |
|  | (440122) Wood in chips, nonconiferous, \$0-0 | $\begin{aligned} & C N \\ & 273.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 238.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 93.6 \end{aligned}$ | 694.4 |
|  | (440130) Sawdust, wood waste or scrap, \$0-0 | $\begin{aligned} & \text { IT } \\ & 166.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 146.5 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 109.6 \end{aligned}$ | 608.4 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |


|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & V N \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc , \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841191) Parts of turbo-jet or turbopropeller engines, \$1950-4416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (852721) Radio receivers, external power,sound reproduce/recor, \$74238 | $\begin{aligned} & \text { US } \\ & 150.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 125 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 93.9 \end{aligned}$ | 570.8 |



## 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 | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (021012) Bellies (streaky) of swine, salted, dried or smoked, \$04 | IT 8.9 | $\begin{gathered} \text { GB } \\ 2 \end{gathered}$ | PT . 8 | 16.5 |
|  | (020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4 | $\begin{aligned} & \text { GB } \\ & 3.7 \end{aligned}$ | JP 1.4 | BE 1.1 | 13.7 |
|  | (020641) Swine livers, frozen, \$00 | $\begin{aligned} & \text { CN } \\ & 3.4 \end{aligned}$ | RO . 7 | UA . 7 | 8.0 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |


|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \mathrm{CN} \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 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, \$1032 | 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 | $\begin{aligned} & \text { US } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 9.6 \end{gathered}$ | 117.6 |
|  | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | DE 7.4 | IT 6.4 | 99.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | DE 4.2 | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \mathrm{PL} \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |


|  | (081010) Strawberries, fresh, \$2-7 | US 293.1 | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080410) Dates, fresh or dried, \$16 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US 191.6 | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151930) Industrial fatty alcohols, $\$ 1-4$ | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-4 | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | $\begin{aligned} & C Z \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 18.2 \end{aligned}$ | 101.8 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2 | $\begin{aligned} & \text { SE } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.2 \end{aligned}$ | PH 7.1 | 64.0 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | $\begin{aligned} & \text { IE } \\ & 67.5 \end{aligned}$ | SK 4.9 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |


|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | $\begin{aligned} & \text { IE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | US <br> 15.4 | FI 10.7 | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | DE 5.5 | 48.3 |
|  | (170260) Fructose, syrup > 50\% fructose, not pure fructose, \$1-5 | $\begin{aligned} & \text { VN } \\ & 22.5 \end{aligned}$ | 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, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.2 \end{aligned}$ | IN 4.5 | $\begin{aligned} & \mathrm{RO} \\ & 2.7 \end{aligned}$ | 56.5 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$12 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |



## Bonaire

## Basic statistics

| Current diversification (number of products) | 111 | Potential new products more complex <br> (percentage) | 42 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,359 | Export opportunity in more complex products <br> (percentage) | 10 |
| Potential new products more complex than <br> the country's average | 574 | Import replacement opportunity in more <br> 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 | 4 |
| Sum of others with smaller share | 2 |
|  | 38 |

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

| 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 |


| 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 product nes | 18 |
| Edible fruit, nuts, peel of citrus fruit, melons | 12 |


| 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 |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 11 | Asia | 37 |
| United Kingdom | 10 | Western Europe | 16 |
| Germany | 6 | Northern America | 14 |
| China | 6 | Northern Europe | 12 |
| Egypt | 6 | Northern Africa | 6 |
| Philippines | 4 | Sub-Saharan Africa | 5 |
| France | 4 | Eastern Europe | 5 |
| Singapore | 3 | Southern Europe | 3 |


| 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 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 64.7 \end{aligned}$ | 939.2 |
|  | (390410) Polyvinyl chloride in primary forms, \$00 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 35.3 \end{aligned}$ | 511.1 |
| Paper <br> \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |


|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US 455.5 | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | US <br> 1437.8 | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | $\begin{aligned} & \text { FR } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 127.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 99.3 \end{aligned}$ | 589.3 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (611010) Pullovers, cardigans etc of wool or hair, knit, \$0-23 | $\begin{aligned} & \text { ES } \\ & 67.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 51.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 28.5 \end{aligned}$ | 284.4 |
|  | (610130) Mens, boys overcoats, etc, of manmade fibres, knit, \$16-41 | JP 94.3 | $\begin{aligned} & \text { FR } \\ & 57.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.9 \end{aligned}$ | 246.5 |
| Articles of apparel, accessories, not knit or crochet | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 48 \end{aligned}$ | IT 18 | 274.3 |
|  | (621290) Corsets, braces and parts thereof, \$28-85 | $\begin{aligned} & \text { US } \\ & 81.6 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 35.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 35.3 \end{aligned}$ | 195.6 |
|  | (620821) Womens, girls nightdress, pyjamas, of cotton, not kni, \$6-17 | JP 64.3 | AE 23 | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 149.7 |


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


|  | (830890) Clasps/buckles, etc for clothing, footwear, bags etc, \$53-119 | $\begin{aligned} & \text { FR } \\ & 159.3 \end{aligned}$ | IN 3.5 | IT 2.1 | 171.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841430) Compressors for refrigerating equipment, \$0-83 | $\begin{aligned} & \text { DE } \\ & 80.7 \end{aligned}$ | $\begin{aligned} & C Z \\ & 80.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 79.7 \end{aligned}$ | 548.0 |
|  | (848299) Bearing parts, nes, \$0-13 | $\begin{aligned} & \text { FR } \\ & 441.4 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 20.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 18.6 \end{aligned}$ | 534.1 |
|  | (847790) Parts of machines for working rubber or plastic, \$0-25 | $\begin{aligned} & \text { FR } \\ & 190.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 56.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | 401.0 |
|  | (841381) Pumps nes, \$0-60 | $\begin{aligned} & \text { ES } \\ & 91.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 16.4 \end{aligned}$ | 222.8 |
| Electrical, electronic equipment | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 86.1 \end{aligned}$ | 1021.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (850590) Electro-magnets nes and parts of magnetic devices, \$0-20 | US <br> 383.4 | FR 70 | $\begin{aligned} & \text { DE } \\ & 34.6 \end{aligned}$ | 532.9 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$0-18 | $\begin{aligned} & \text { MY } \\ & 67.3 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 29.1 \end{aligned}$ | 364.7 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |


| (902119) Orthopaedic/fracture appliances, nes, \$397-940 | $\begin{aligned} & \text { DE } \\ & 278.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 92.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 18.1 \end{aligned}$ | 494.5 |
| :---: | :---: | :---: | :---: | :---: |
| (902830) Electricity supply, production and calibrating meters, \$0-60 | US <br> 104.1 | $\begin{aligned} & \text { IT } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 43.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | US $281.9$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$0-1 | $\begin{aligned} & \text { FR } \\ & 54.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 22.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.7 \end{aligned}$ | 127.4 |
| Coffee, tea, mate and spices | (091091) Mixtures of spices, \$310 | $\begin{aligned} & \text { DE } \\ & 20.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 11.2 \end{aligned}$ | 95.7 |
|  | (090910) Anise or badian seeds, \$2-8 | $\begin{aligned} & \text { IN } \\ & 11.5 \end{aligned}$ | DE 5 | NL 2.8 | 37.6 |
|  | (090220) $\quad$ Tea, $\quad$ green (unfermented) in packages $>3 \mathrm{~kg}$, $\$ 4-24$ | 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 |





## Bosnia Herzegovina

## Basic statistics

| Current diversification (number of products) | 6,465 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,121 | Export opportunity in more complex products <br> (percentage) | 64 |
| Potential new products more complex than <br> the country's average | 2,532 | Import replacement opportunity in more <br> 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 | 5 |
| 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 |


| 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 | 5 |
| United Kingdom | 5 |
| Japan | 4 |
| Netherlands | 5 |
| China, Hong Kong SAR | 3 |
| Rep. of Korea | 3 |
| France |  |

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 | $\begin{aligned} & \text { CN } \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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 $303.3$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | VN $183.7$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | FI 189.5 | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | IN 166.1 | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$01 | PL 58.4 | $\begin{aligned} & \text { LK } \\ & 53.4 \end{aligned}$ | IT 43.5 | 367.3 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |


|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$1702-2452 | $\begin{aligned} & R U \\ & 606.7 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 305.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 270.6 \end{aligned}$ | 2090.5 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 95.3 \end{aligned}$ | US $54.2$ | 684.6 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64 | US $267.5$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342 | $\begin{aligned} & \mathrm{CN} \\ & 114.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 51.9 \end{aligned}$ | JP 30 | 303.5 |
| Plastics and articles thereof | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US $111.7$ | NL 87 | ES 68.7 | 636.4 |
|  | (390930) Amino-resins nes, in primary forms, \$0-1 | FR 104.2 | $\begin{aligned} & \text { VN } \\ & 92.2 \end{aligned}$ | TR 65.1 | 495.5 |
|  | (390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3 | US 92.4 | $\begin{aligned} & \text { TR } \\ & 43.5 \end{aligned}$ | IN 42 | 375.7 |
|  | (390330) Acrylonitrile-butadienestyrene (ABS) copolymers, \$0-1 | TR 118.8 | $\begin{aligned} & \text { MY } \\ & 69.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 24.2 \end{aligned}$ | 290.9 |
|  | (391190) Polysulphides, polysulphones etc, nes in primary form, \$3-10 | MY 55.5 | $\begin{aligned} & \mathrm{JP} \\ & 34.2 \end{aligned}$ | BE 23.1 | 255.2 |


| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | FR 787.5 | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width >600mm, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 3 4.75 mm , nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Machinery \& mech appliance etc | (841191) Parts of turbo-jet or turbopropeller engines, $\$ 1950-4416$ | ES 335.1 | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (842720) Self-propelled works trucks, non-electric, \$12020-40163 | $\begin{aligned} & R U \\ & 204.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 73.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 53.6 \end{aligned}$ | 684.3 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | FR 210.7 | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (847710) Injection-moulding machines for rubber or plastic, $\$ 10602-90066$ | FR 109.6 | $\begin{aligned} & \text { TH } \\ & 106.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 63.6 \end{aligned}$ | 666.6 |
|  | (848350) Flywheels and pulleys including pulley blocks, \$0-11 | US <br> 578.1 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | UZ 2.1 | 590.7 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | US 1157 | $\begin{aligned} & \mathrm{BR} \\ & 3.5 \end{aligned}$ | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | IN 923.9 | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |



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 (USD million) |  | markets | Export opportunity <br> (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
| Meat and edible meat offal | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & \text { CN } \\ & 9.2 \end{aligned}$ | 93.6 |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | AU 2.6 | $\begin{aligned} & \text { CN } \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030541) Salmon, smoked, including fillets, \$0-12 | $\begin{aligned} & \text { GR } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.9 \end{aligned}$ | HK 6 | 39.4 |
|  | (030710) Oysters, \$6-13 | US 5.8 | $\begin{aligned} & \mathrm{CN} \\ & 3.8 \end{aligned}$ | DE 3.1 | 28.2 |
| Dairy products, eggs, honey, edible animal product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \mathrm{PH} \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |


|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040291) Milk and cream unsweetened, concentrated, \$1-3 | DE 76 | $\begin{aligned} & \text { SA } \\ & 53.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 23.1 \end{aligned}$ | 186.6 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \mathrm{DO} \\ & 6.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | ZA 4.3 | NL 3.3 | 67.7 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 308.5 |



|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & M Y \\ & 17.4 \end{aligned}$ | 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, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190510) Crispbread, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | IT 11.9 | DK 5.3 | 56.9 |
|  | (190490) Cereals, except maize grain, prepared nes, \$5-10 | $\begin{aligned} & \text { JM } \\ & 14.2 \end{aligned}$ | DE 5.6 | $\begin{aligned} & \mathrm{MM} \\ & 5.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$01 | $\begin{aligned} & \text { FR } \\ & 56.3 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 28.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 16.4 \end{aligned}$ | 176.7 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
|  | (200911) Orange juice, frozen, not fermented or spirited, \$1-2 | $\begin{aligned} & \text { GB } \\ & 19.8 \end{aligned}$ | JM 7.4 | NL 5.1 | 56.3 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$613 | FR 7.2 | $\begin{aligned} & \text { SG } \\ & 5.4 \end{aligned}$ | NZ 4.8 | 34.0 |



## Botswana

## Basic statistics

| Current diversification (number of products) | 3,150 | Potential new products more complex <br> (percentage) | 71 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,302 | Export opportunity in more complex products <br> (percentage) | 42 |
| Potential new products more complex than <br> the country's average | 3,060 | Import replacement opportunity in more <br> 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 | 35 |
| Sum of others with smaller share | 3 |

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 |


| 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 |
| Rum of others with smaller share | 2 |
| Lac, gums, resins, vegetable saps and extracts nes | 2 |
| Residues, wastes of food industry, animal fodder | 2 |
|  | 7 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 13 | Asia | 40 |
| Germany | 11 | Western Europe | 20 |
| USA | 10 | Northern America | 11 |
| Viet Nam | 5 | Northern Europe | 9 |


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


|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | VN 40.9 | 789.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$64342 | $\begin{aligned} & \mathrm{CN} \\ & 114.6 \end{aligned}$ | KR 51.9 | JP 30 | 303.5 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$36-261 | $\begin{aligned} & \text { RU } \\ & 88.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 29.3 \end{aligned}$ | ES 20.7 | 285.4 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | DE 19.7 | 680.3 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) $\quad$ Sheet/film not  <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & \mathrm{CN} \\ & 1009.9 \end{aligned}$ | KR 45.1 | $\begin{aligned} & M Y \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |


| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | PH 69.7 | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | VN 261.3 | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc , \$2464-5288 | CA <br> 3149.7 | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |



| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
| Fish, $\quad$ crustaceans, molluscs, $\quad$ aquatic invertebrates nes | (030371) Sardines,brisling,sprats, frozen, whole, \$0-2 | $\begin{aligned} & \mathrm{TH} \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \mathrm{Cl} \\ & 10.2 \end{aligned}$ | PH 9.4 | 120.4 |


|  | (030549) Smoked fish \& fillets other than herrings or salmon, \$6-21 | $\begin{aligned} & \text { DE } \\ & 55.7 \end{aligned}$ | SE 9.9 | IT 6 | 99.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | $\begin{aligned} & \text { IT } \\ & 15.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030541) Salmon, smoked, including fillets, \$0-12 | $\begin{aligned} & \text { GR } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.9 \end{aligned}$ | HK 6 | 39.4 |
| Dairy products, eggs, honey, edible animal product nes | (040410) Whey, \$0-2 | $\begin{aligned} & \text { IE } \\ & 58.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | $\begin{aligned} & \text { IT } \\ & 56.7 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040291) Milk and cream unsweetened, concentrated, \$1-3 | DE 76 | $\begin{aligned} & \text { SA } \\ & 53.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 23.1 \end{aligned}$ | 186.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$4-7 | $\begin{aligned} & \mathrm{CN} \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 29.7 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 6.9 \end{aligned}$ | 100.5 |
|  | (081310) Apricots, dried, \$2-6 | $\begin{aligned} & \text { BY } \\ & 13.7 \end{aligned}$ | 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 |



|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130239) Mucilages and thickeners nes, \$0-6 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { NO } \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$00 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 15.4 \end{aligned}$ | 113.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | MY | 32.6 |
|  | (160416) Anchovies, prepared or preserved, not minced, \$7-16 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | ES 8.7 | DE 4.2 | 28.6 |


| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | Fl 10.7 | 121.0 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10 | $\begin{aligned} & \text { DK } \\ & 19.7 \end{aligned}$ | SA 5.3 | KR 4.6 | 38.9 |
|  | (170260) Fructose, syrup > 50\% fructose, not pure fructose, \$1-5 | $\begin{aligned} & \text { VN } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 1.9 \end{aligned}$ | DE 1.7 | 32.1 |
|  | (170112) Raw sugar, beet, \$0-2 | KE 7.6 | FR 2.2 | $\begin{gathered} \mathrm{MU} \\ 1.9 \end{gathered}$ | 14.2 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6 | $\begin{aligned} & \text { US } \\ & 10.7 \end{aligned}$ | 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 | Fl . 8 | US . 7 | 8.4 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$613 | FR 7.2 | $\begin{aligned} & \text { SG } \\ & 5.4 \end{aligned}$ | NZ 4.8 | 34.0 |
|  | (200960) Grape juice or must not fermented or spirited, \$1-2 | $\begin{aligned} & \text { CA } \\ & 6.1 \end{aligned}$ | SA 5 | JP 2.7 | 31.4 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-0 | DK 5.6 | $\begin{aligned} & \mathrm{RO} \\ & 3.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 3.4 \end{aligned}$ | 30.1 |


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

## Bouvet Island

## Basic statistics

| Current diversification (number of products) | 43 | Potential new products more complex <br> (percentage) | 44 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,387 | Export opportunity in more complex products <br> (percentage) | 9 |
| Potential new products more complex than <br> the country's average | 608 | Import replacement opportunity in more <br> 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 |
|  | 4 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 18 | Asia | 31 |
| France | 8 | Western Europe | 20 |
| China | 7 | Northern America | 20 |
| Germany | 6 | Eastern Europe | 9 |
| United Kingdom | 4 | Northern Europe | 7 |
| Russian Federation | 3 | Southern Europe | 6 |
| Japan | 3 | South AmerBy coun |  |
| Italy | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 26 |  |  |

## 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 product nes | 19 |
| Cereal, flour, starch, milk preparations and products | 14 |
| Edible fruit, nuts, peel of citrus fruit, melons | 12 |


| 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 | Region | Percent |
| USA | 11 | Asia | 32 |
| United Kingdom | 10 | Northern Europe | 16 |
| United Arab Emirates | 9 | Western Europe | 16 |
| Russian Federation | 9 | Eastern Europe | 13 |
| France | 6 | Northern America | 13 |
| Japan | 5 | Southern Europe | 5 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Miscellaneous chemical products | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & \text { AE } \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
|  | (380840) Disinfectants, packaged for retail sale, \$2-8 | $\begin{aligned} & \text { CA } \\ & 96.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22 \end{aligned}$ | 335.7 |
|  | (380210) Activated carbon, \$0-2 | $\begin{aligned} & \text { US } \\ & 48.9 \end{aligned}$ | FR 43 | $\begin{aligned} & \text { DE } \\ & 32.5 \end{aligned}$ | 226.2 |
| Plastics and articles thereof | (390690) Acrylic polymers nes, in primary forms, \$1-5 | $\begin{aligned} & R U \\ & 119.4 \end{aligned}$ | TH 72 | $\begin{aligned} & \text { SA } \\ & 61.4 \end{aligned}$ | 691.6 |
|  | (390740) Polycarbonates, in primary forms, \$25 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390410) Polyvinyl chloride in primary forms, \$00 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 35.3 \end{aligned}$ | 511.1 |



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


| Machinery \& mech appliance etc | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840820) Engines, diesel, for motor vehicles, \$0771 | US 242 | $\begin{aligned} & \text { GB } \\ & 208.1 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 149.8 \end{aligned}$ | 776.2 |
|  | (848340) Gearing, ball screws, speed changers, torque converte, \$29-846 | $\begin{aligned} & \mathrm{CN} \\ & 477.1 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 61.4 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 43.2 \end{aligned}$ | 642.7 |
|  | (841430) Compressors for refrigerating equipment, \$0-83 | $\begin{aligned} & \text { DE } \\ & 80.7 \end{aligned}$ | $\begin{aligned} & \text { CZ } \\ & 80.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 79.7 \end{aligned}$ | 548.0 |
|  | (846693) Parts, accessories nes, metal cutting machine tools, \$0-25 | $\begin{aligned} & \text { FR } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 67.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.2 \end{aligned}$ | 394.9 |
| Electrical, electronic equipment | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (850151) AC motors, multi-phase, of an output < 750 Watts, \$156-652 | DE 141 | $\begin{aligned} & \text { IT } \\ & 105.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 93.8 \end{aligned}$ | 631.0 |
|  | (850511) Metal permanent magnets, articles intended as magnets, \$14-68 | $\begin{aligned} & \text { PH } \\ & 206.2 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 69.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 41.2 \end{aligned}$ | 473.5 |
|  | (850131) DC motors, DC generators, of an output < 750 watts, $\$ 0-35$ | PT 70 | $\begin{aligned} & C Z \\ & 63.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.4 \end{aligned}$ | 339.3 |
|  | (851821) Single loudspeakers, mounted in enclosure, \$0-16 | $\begin{aligned} & \text { DE } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.3 \end{aligned}$ | 288.3 |
| Optical, photo, technical, medical, etc apparatus | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 57.4 \end{aligned}$ | 605.5 |
|  | (901850) Ophthalmic instruments and appliances, \$104-397 | $\begin{aligned} & \text { US } \\ & 77.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 21.4 \end{aligned}$ | 338.3 |
|  | (900219) Objective lenses, nes, \$151-910 | $\begin{aligned} & H K \\ & 226.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.2 \end{aligned}$ | 320.6 |
|  | (902119) Orthopaedic/fracture appliances, nes, \$0-35 | IT 53.3 | FR 53 | $\begin{aligned} & \text { DE } \\ & 12.6 \end{aligned}$ | 182.9 |


| (903090) <br> measuring instruments, $\$ 0-114$ |  | Parts \& accessories, electrical | MY | IT | FR | 140.0 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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 product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$13 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | US 6.3 | $\begin{aligned} & \text { CN } \\ & 4.7 \end{aligned}$ | 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 $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |


|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080930) Peaches, nectarines, fresh, \$1-2 | $\begin{aligned} & \mathrm{RU} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 36.6 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 22.4 \end{aligned}$ | 168.4 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | US 8.2 | $\begin{aligned} & \text { SA } \\ & 5.5 \end{aligned}$ | 60.6 |
| Coffee, tea, mate and spices | (090412) Pepper of the genus Piper, crushed or ground, \$1124 | US . 7 | IE . 3 | SG . 3 | 3.6 |
| Cereals | (100890) Cereals unmilled nes, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | DE 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 5.8 \end{aligned}$ | 66.7 |
| Milling products, malt, starches, inulin, wheat gluten | (110812) Maize (corn) starch, \$0-1 | DE 9.7 | BE 6.1 | $\begin{aligned} & \mathrm{NL} \\ & 5.3 \end{aligned}$ | 56.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 19.6 \end{aligned}$ | 194.6 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170240) Glucose including syrup of $20 \%-50 \%$ dry weight fructos, \$0-3 | US . 8 | ZM . 7 | JP . 6 | 5.9 |
| Cocoa and cocoapreparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | FR 206 | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |


|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, $>2 \mathrm{k}, \$ 4-12$ | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$01 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 27 \end{aligned}$ | 202.2 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 7.4 \end{aligned}$ | 77.0 |
| Vegetable, fruit, nut, etc food preparations | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1 | $\begin{aligned} & \text { TR } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 10.1 \end{aligned}$ | 120.7 |
|  | (200580) Sweet corn, prepared <br> or preserved,  <br> frozen/vinegar, $\$ 1-2$  | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 3.3 \end{aligned}$ | 108.2 |
|  | (200600) Fruits, nuts, fruit-peel, etc preserved by sugar, \$2-7 | $\begin{aligned} & \mathrm{CN} \\ & 22.9 \end{aligned}$ | IE 9.6 | $\begin{aligned} & \text { DE } \\ & 6.6 \end{aligned}$ | 55.5 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \mathrm{TH} \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | $\begin{aligned} & C L \\ & 4.3 \end{aligned}$ | 54.8 |
| Miscellaneous edible preparations | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |

## Br. Indian Ocean Terr.

## Basic statistics

| Current diversification (number of products) | 251 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,980 | Export opportunity in more complex products <br> (percentage) | 25 |
| Potential new products more complex than <br> the country's average | 2,017 | Import replacement opportunity in more <br> 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 | 5 |
| 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 |
|  | Pre |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 35 |
| France | 8 | Western Europe | 20 |
| Germany | 5 | Northern America | 17 |
| China | 5 | Eastern Europe | 8 |
| Thailand | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Russian Federation | 3 | South America | 3 |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Others | 27 |  |  |

## 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 | 18 |
| Cereal, flour, starch, milk preparations and products | 10 |


| 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 |


| United Kingdom | 6 |
| :--- | :--- |
| Netherlands | 4 |
| Italy | 4 |
| Japan | 3 |
| United Arab Emirates | 3 |
| Others | 24 |

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 | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |



|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | US $80.2$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | US $260.1$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \mathrm{RU} \\ & 37.5 \end{aligned}$ | 275.6 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t 4.75-10mm, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |


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


| (902750) <br> radiations, $\$ 304-5957$ |  |  | Instruments | nes using optical | CN | US | SG |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \mathrm{CN} \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots), nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |



|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | 25.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Animal,vegetable fats and oils, cleavage products, etc | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 19.6 \end{aligned}$ | 194.6 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160210) Homogenized preparations of meat and meat offal, $\$ 2-8$ | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.6 \end{aligned}$ | 67.6 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 18.5 \end{aligned}$ | 137.1 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |



|  |  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  |  | (200919) Orange juice, not fermented, spirited, or frozen, \$02 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  |  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
| Miscellaneous preparations | edible | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  |  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  |  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  |  | (210500) Ice cream and other edible ice, $\$ 2-5$ | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  |  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | PL 5.6 | 145.1 |

## Br. Virgin Isds

## Basic statistics

| Current diversification (number of products) | 1,153 | Potential new products more complex <br> (percentage) | 77 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,165 | Export opportunity in more complex products <br> (percentage) | 50 |
| Potential new products more complex than <br> the country's average | 3,218 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| 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 | 3 |
|  | 4 |

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

By countries

| Country | Percent |
| :--- | :--- |
| USA | 14 |
| France | 7 |
| China | 6 |
| Germany | 4 |
| Thailand | 4 |
| United Kingdom | 3 |
| India |  |


| 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 product nes | 18 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 33 |
| China | 8 | Western Europe | 18 |
| United Kingdom | 7 | Northern America | 14 |


| 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, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |


|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pharmaceutical products | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \mathrm{AU} \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & \text { CL } \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |


|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & B E \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \mathrm{TH} \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | MY 301.3 | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 116.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \text { RU } \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | NL <br> 175.8 | FR 92.8 | 1029.9 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), $\$ 0-28$ | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (901819) <br> Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 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., \$520 | NL 44.1 | CZ 9.9 | BE 7.2 | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | RU 2.3 | 69.5 |
|  | (060120) Bulbs, tubers, corms etc in growth, chicory plants, \$23 | US 18.7 | $\begin{aligned} & \mathrm{CH} \\ & 15.5 \end{aligned}$ | SE 4.3 | 57.5 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$13 | US 75.1 | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071340) Lentils dried, shelled, \$0-1 | EG 38.5 | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |
|  | (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 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | 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 $947.3$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | AE 93.8 | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | NL $58.7$ | 529.7 |


|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & V N \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$36 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$38 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |


|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | US 43.9 | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | US 59.1 | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | US 50.4 | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | FR 43.7 | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | CA 27 | 202.2 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$24 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | IE $41.2$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |



|  | (230990) Animal feed <br> preparations nes, \$4-9 | ES 50.4 | IN <br> 37.4 | PL <br> 15.9 | 199.7 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (230690) Vegetable oil-cake and <br> other solid residues nes, \$0-5 | YE 25.9 | IN <br> 14.2 | MY <br> 13.8 | 70.6 |
|  | (230890) Vegetable wastes and <br> residues nes for animal feed, \$0- <br> 2 | NO |  |  |  |

## Brazil

## Basic statistics

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

Fish, crustaceans, molluscs, aquatic invertebrates nes

Percent

23

| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 15 | Asia | 39 |
| USA | Northern Europe | 17 |  |
| China, Hong Kong SAR | 7 | Western Europe | 17 |
| Finland | 7 | Northern America | 11 |
| Netherlands | 5 | Southern Europe | 7 |
| Belgium | 5 | Eastern Europe | 5 |
| Germany | 4 |  |  |
| Spain | 4 |  |  |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030614) Crabs, frozen, \$24-51 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.9 \end{aligned}$ | 167.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030710) Oysters, \$6-13 | $\begin{aligned} & \text { US } \\ & 5.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.1 \end{aligned}$ | 28.2 |
| Animal, vegetable fats and oils, cleavage products, etc | (151410) Canola, rape, colza or mustard oil, crude, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 271.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 101.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 59.1 \end{aligned}$ | 703.1 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |


|  | (151521) Maize oil crude, \$0-2 | $\begin{aligned} & \text { SG } \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 8.8 \end{aligned}$ | 70.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151913) Tall oil fatty acids, \$1-2 | KR 5.2 | $\begin{aligned} & \mathrm{AU} \\ & 3.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 25.0 |
|  | (151000) Olive oil, fractions, blends, not chemically modified, \$1-5 | $\begin{aligned} & \text { QA } \\ & 1.5 \end{aligned}$ | DK. 7 | NL . 7 | 6.7 |
| Mineral fuels, oils, distillation products, etc | (270400) Coke, semi-coke of coal, lignite, peat \& retort carbo, \$0-0 | $\begin{aligned} & \text { KZ } \\ & 232.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 149.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 138.3 \end{aligned}$ | 862.4 |
|  | (271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0 | $\begin{aligned} & \mathrm{BE} \\ & 188.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 30.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 17.3 \end{aligned}$ | 259.9 |
|  | (270810) Pitch, \$0-1 | $\begin{aligned} & \text { US } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 19.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 14.4 \end{aligned}$ | 167.7 |
|  | (270300) Peat (including peat litter), \$0-0 | PL 6.5 | $\begin{aligned} & \mathrm{RO} \\ & 6.4 \end{aligned}$ | TR 6.3 | 53.0 |
|  | (270730) Xylole, \$0-2 | FR 4.9 | $\begin{aligned} & \mathrm{CH} \\ & 4.2 \end{aligned}$ | IT 3.1 | 24.4 |
| Inorganic chemicals,precious metalcompound, isotopes | (280429) Rare gases other than argon, \$0-12 | $\begin{aligned} & C N \\ & 158 \end{aligned}$ | JP <br> 115.3 | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (283691) Lithium carbonates, \$11-27 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (283691) Lithium carbonates, \$0-11 | $\begin{aligned} & \mathrm{CN} \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 40.3 \end{aligned}$ | 222.0 |
|  | (283526) Calcium phosphates except hydrogen-orthophosphate, \$0-0 | $\begin{aligned} & \text { FR } \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 14.4 \end{aligned}$ | 132.6 |
|  | (283311) Disodium sulphate, \$0-0 | $\begin{aligned} & \mathrm{BR} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 9.7 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 6.9 \end{aligned}$ | 115.6 |
| Organic chemicals | (291736) Terephthalic acid, its salts, \$0-1 | $\begin{aligned} & \text { US } \\ & 172 \end{aligned}$ | VN $113.7$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |


|  | (293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28167 | $\begin{aligned} & \text { BR } \\ & 173.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 51.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 48.1 \end{aligned}$ | 395.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
|  | (290110) Saturated acyclic hydrocarbons, $\$ 0-1$ | $\begin{aligned} & \mathrm{CN} \\ & 62.6 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 55.4 \end{aligned}$ | $\begin{aligned} & \mathrm{EE} \\ & 24.1 \end{aligned}$ | 203.2 |
|  | (291030) 1-chloro-2,3- epoxypropane(epichlorohy-drin), \$0-1 | IN 81 | $\begin{aligned} & \text { KR } \\ & 55.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 25.9 \end{aligned}$ | 203.1 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$1702-2452 | $\begin{aligned} & R U \\ & 606.7 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 305.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 270.6 \end{aligned}$ | 2090.5 |
|  | (300630) Opacifying preparations, xray, diagnostic reagents, \$1083-2699 | $\begin{aligned} & C N \\ & 9.8 \end{aligned}$ | FR 2.3 | $\begin{gathered} \text { GB } \\ 1.8 \end{gathered}$ | 25.1 |
| Iron and steel | (720310) Ferrous products from direct reduction of iron ore, \$0-5 | $\begin{aligned} & C N \\ & 307.1 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 76.7 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 63.8 \end{aligned}$ | 520.0 |
|  | (721310) Hot rolled bar/rod grooved iron or non-alloy steel in irregular coils, \$0-0 | $\begin{aligned} & \text { AT } \\ & 80.5 \end{aligned}$ | $\begin{aligned} & Y E \\ & 63.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 22.9 \end{aligned}$ | 262.7 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$1-1 | $\begin{aligned} & \text { ID } \\ & 100.2 \end{aligned}$ | KR 7.4 | $\begin{aligned} & \text { MA } \\ & 6.7 \end{aligned}$ | 165.1 |
|  | (721230) Flat rolled iron or non-alloy steel, <600mm, coated with zinc, nes, \$0-0 | $\begin{aligned} & \text { AT } \\ & 23.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 14.1 \end{aligned}$ | 127.3 |
|  | (722699) Flat rolled alloy-steel, <600mm wide, nes, \$0-1 | $\begin{aligned} & \text { SE } \\ & 23.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 10.9 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 10.7 \end{aligned}$ | 80.2 |
| Machinery \& mech appliance etc | (845129) Drying machines, nes, \$336-4747 | $\begin{aligned} & \text { US } \\ & 592.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 2.1 \end{aligned}$ | 657.5 |
|  | (847710) machines for rection-moulding $\$ 90066-209262$ | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 34.5 \end{aligned}$ | 391.9 |


|  | (847050) Cash registers, \$784-1765 | $\begin{aligned} & \text { US } \\ & 253.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.2 \end{aligned}$ | CA 15 | 340.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (844350) Printing machinery nes, \$13408-33108 | US $231.8$ | $\begin{aligned} & \mathrm{BR} \\ & 17.9 \end{aligned}$ | BE 9.6 | 297.8 |
|  | (843311) Mowers, powered, lawn, with horizontal cutting device, \$8291896 | $\begin{aligned} & \text { CA } \\ & 177 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 31.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 23.6 \end{aligned}$ | 272.5 |
| Electrical, electronic equipment | (854020) Television camera tubes and other photo-cathode tubes, \$1972008 | $\begin{aligned} & \text { US } \\ & 76.4 \end{aligned}$ | GR 17 | $\begin{aligned} & \text { GB } \\ & 7.8 \end{aligned}$ | 112.8 |
|  | (853180) Electric sound or visual signalling apparatus, nes, \$159-387 | $\begin{aligned} & \text { US } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 4.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 1.6 \end{aligned}$ | 94.7 |
|  | (850423) $\quad$ Liquid dielectric <br> transformers $>10,000 \mathrm{KVA}$, \$0-2387 | $\begin{aligned} & \text { KW } \\ & 44.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 24.5 \end{aligned}$ | $\begin{gathered} \mathrm{MM} \\ 4.8 \end{gathered}$ | 89.9 |
|  | (850422) Liquid dielectric <br> transformers $650-10,000 \mathrm{KVA}$, $\$ 0-$ <br> 5496   | CA 41 | ES 9.7 | $\begin{aligned} & \text { GB } \\ & 6.9 \end{aligned}$ | 84.1 |
|  | (851710) Telephone sets, \$343-1178 | $\begin{aligned} & \text { SK } \\ & 83.1 \end{aligned}$ | US . 2 | IN . 2 | 84.1 |
| Optical, photo, technical, medical, etc apparatus | (902150) Pacemakers for stimulating heart muscles, \$1849-3549 | $\begin{aligned} & \text { DE } \\ & 254.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 79.2 \end{aligned}$ | 723.6 |
|  | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & \text { RU } \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (901320) Lasers, other than laser diodes, \$5888-14524 | US $378.7$ | TH 10 | $\begin{aligned} & \text { MY } \\ & 8.9 \end{aligned}$ | 408.6 |
|  | (901020) Equipment for photographic laboratories nes, \$189-17304 | SG 85 | JP 64 | $\begin{aligned} & \text { TH } \\ & 61.4 \end{aligned}$ | 309.7 |
|  | (900661) Photographic discharge lamp flashlight apparatus, \$0-113 | $\begin{aligned} & C N \\ & 153.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.7 \end{aligned}$ | CA 3 | 173.7 |

Potential new agri-business products with higher export opportunity and top 3 growing markets


|  | (040811) Egg yolks dried, \$910 | FR . 5 | ES . 5 | DO . 2 | 1.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | $\begin{aligned} & \text { VN } \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 47.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | BY 2.8 | ES 2.7 | 88.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \mathrm{KH} \\ & 34.8 \end{aligned}$ | ZA 4.3 | NL 3.3 | 67.7 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | DE 3.4 | IT 3.2 | 50.3 |
|  | (120791) Poppy seeds, \$0-3 | $\begin{aligned} & \text { AT } \\ & 13.6 \end{aligned}$ | 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 |



|  | (200860) Cherries, otherwise <br> prepared or preserved, \$63- <br> 149 | FI 0 | DK 0 | CN 0 | 0.0 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Residues, wastes of food <br> industry, animal fodder |  <br> other waste of sugar <br> manufacture, \$0-0 | 17.8 | 12.6 | NL |  |  |
|  |  |  |  |  |  |  |

## Brunei Darussalam

## Basic statistics

| Current diversification (number of products) | 1,556 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,097 | Export opportunity in more complex products <br> (percentage) | 41 |
| Potential new products more complex than <br> the country's average | 3,087 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 37 |
| China | 8 | Western Europe | 20 |
| France | 6 | Northern America | 15 |
| Germany | 6 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| Netherlands | 4 | Eastern Europe | 7 |
| Italy | 3 | South America | 3 |
| Japan | 3 |  |  |
| India | 3 |  |  |
| United Kingdom | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 27 |  |  |

## 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 | 17 |


| 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 others with smaller share | 6 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 17 | Asia | 42 |
| USA | 14 | Western Europe | 16 |
| Germany | 6 | Northern America | 15 |
| United Kingdom | 6 | Northern Europe | 10 |


| 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 <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |


|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | BE $188.6$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |


|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | VN 65.1 | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |


|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & H K \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | NL $255.7$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | US $126.2$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | NL $175.8$ | FR 92.8 | 1029.9 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | ES 106 | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | CN <br> 1211.5 | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |


| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | CH <br> 261.6 | NL <br> 213.6 | 1206.8 |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902130) Artificial body parts, aids and <br> appliances, etc, $\$ 1093-2367$ | DE | JP | KR | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10 | HK 9.6 | $\begin{aligned} & \mathrm{TH} \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 2.3 \end{aligned}$ | 20.6 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Edible vegetables and certain roots and tubers | (070951) Mushrooms, fresh or chilled, \$0-3 | FR 96.8 | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |



|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110812) Maize (corn) starch, \$0-1 | DE 9.7 | $\begin{aligned} & \mathrm{BE} \\ & 6.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.3 \end{aligned}$ | 56.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | IN 54.7 | $\begin{aligned} & \text { SA } \\ & 8.8 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 8.3 \end{aligned}$ | 124.6 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160413) Sardine, brisling, sprat prepared/preserved, not mince, \$2-6 | JP 23.1 | $\begin{aligned} & \mathrm{AO} \\ & 8.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.6 \end{aligned}$ | 99.9 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | Fl 1.7 | $\begin{aligned} & \text { MY } \\ & 1.4 \end{aligned}$ | 32.6 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 49.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 14.8 \end{aligned}$ | 195.5 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |


|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$2-8 | NL 5.8 | AT 5 | $\begin{aligned} & \text { TH } \\ & 3.5 \end{aligned}$ | 36.2 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 7-14$ | HK 5.9 | $\begin{aligned} & \mathrm{AE} \\ & 4.2 \end{aligned}$ | SG 3 | 24.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |



## Bulgaria

## Basic statistics

| Current diversification (number of products) | 14,128 | Potential new products more complex <br> (percentage) | 89 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 956 | Export opportunity in more complex products <br> (percentage) | 81 |
| Potential new products more complex than <br> the country's average | 853 | Import replacement opportunity in more <br> 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 | 8 |
| Miscellaneous chemical products | 6 |
| Optical, photo, technical, medical, etc apparatus | 9 |
| 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 |

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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| Japan | 45 | Asia | 56 |
| France | 11 | Western Europe | 20 |
| USA | 9 | Northern America | 9 |
| Belgium | 4 | Northern Europe | 8 |
| Germany | 4 | Eastern Europe | 4 |
| Singapore | 4 |  |  |
| Latvia | 3 |  |  |
| Others | 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 metalcompound, isotopes | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.2 \end{aligned}$ | 271.8 |
|  | (284330) Gold compounds, \$0527 | $\begin{aligned} & \text { CN } \\ & 89.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 4.3 \end{aligned}$ | AE . 2 | 94.5 |
|  | (282300) Titanium oxides, \$0-2 | $\begin{aligned} & \text { VN } \\ & 38.3 \end{aligned}$ | BE 8.2 | Fl 4.5 | 74.4 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
|  | (293490) Heterocyclic compounds, nes, $\$ 1397-5698$ | $\begin{aligned} & \text { US } \\ & 300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 135.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.6 \end{aligned}$ | 509.6 |
|  | (293359) Hetercyclic compounds with pyrimidine ring nes, \$34-398 | DE 88.9 | $\begin{aligned} & \text { BR } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.3 \end{aligned}$ | 450.0 |
|  | (293290) Heterocyclic <br> compound, oxygen  <br> only,nes, \$204-483  | FR 57.3 | $\begin{aligned} & \text { US } \\ & 22.8 \end{aligned}$ | SE 8.7 | 130.6 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$1702-2452 | $\begin{aligned} & \text { RU } \\ & 606.7 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 305.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 270.6 \end{aligned}$ | 2090.5 |



|  | (401191) Pneumatic tyres new of rubber nes, herring-bone tread, \$365-693 | DK 7.8 | ES 6.1 | $\begin{aligned} & \mathrm{CH} \\ & 3.1 \end{aligned}$ | 33.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (720712) Semi-finished bars, iron or non-alloy steel $<0.25 \%$ C, rectangular, nes, \$0-2 | $\begin{aligned} & \text { JP } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 85.6 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 53.2 \end{aligned}$ | 337.1 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-1 | $\begin{aligned} & \text { NG } \\ & 162.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 19.5 \end{aligned}$ | 304.9 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 34.75 mm , nes, \$0-0 | ID 65.1 | $\begin{aligned} & \text { DK } \\ & 15.7 \end{aligned}$ | DE <br> 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 | $\begin{aligned} & \mathrm{RO} \\ & 13.1 \end{aligned}$ | DE 13 | 103.1 |
|  | (722610) Flat rolled siliconelectrical steel, <600mm wide, \$12 | FR 23.1 | DE 19 | $\begin{aligned} & \text { AT } \\ & 12.2 \end{aligned}$ | 97.9 |
| Machinery \& mech appliance etc | (841182) Gas turbine engines nes of a power > 5000 kW , \$277002143688 | $\begin{aligned} & \text { CA } \\ & 195.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 96.3 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 78.4 \end{aligned}$ | 725.2 |
|  | (845129) Drying machines, nes, \$336-4747 | US $592.2$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.1 \end{aligned}$ | 657.5 |
|  | (842710) Self-propelled works trucks, electric motor, \$1819236024 | $\begin{aligned} & \text { GB } \\ & 243.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 68.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.8 \end{aligned}$ | 490.9 |
|  | (841810) Combined refrigeratorfreezers, two door, \$1081-2714 | $\begin{aligned} & \text { US } \\ & 307.3 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 17.8 \end{aligned}$ | HK 9.4 | 341.4 |
|  | (843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$6501-85467 | CL 53.3 | $\begin{aligned} & \mathrm{NL} \\ & 40.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 30.9 \end{aligned}$ | 337.6 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |


|  | (850230) Electric generating sets, nes, \$54215-102223 | $\begin{aligned} & \text { US } \\ & 99.2 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 65.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 44.6 \end{aligned}$ | 300.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (854290) Parts of electronic integrated circuits etc, \$947-1258 | $\begin{aligned} & H K \\ & 106.5 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 99.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 36.7 \end{aligned}$ | 271.9 |
|  | (850153) AC motors, multi-phase, of an output > 75 kW , \$1756040915 | $\begin{aligned} & \text { DE } \\ & 107.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 38.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 25.1 \end{aligned}$ | 229.4 |
|  | (853120) Indicator panels incorporating electronic displays, \$348-846 | $\begin{aligned} & \text { PH } \\ & 187.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 1.6 \end{aligned}$ | CL 1.1 | 193.3 |
| Vehicles other than railway, tramway | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 102.6 \end{aligned}$ | $\begin{aligned} & C A \\ & 100.2 \end{aligned}$ | 810.7 |
|  | (870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331 | $\begin{aligned} & \text { US } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 8.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { UZ } \\ & 16.3 \end{aligned}$ | 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, \$18493549 | $\begin{aligned} & \text { DE } \\ & 254.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 79.2 \end{aligned}$ | 723.6 |
|  | (903140) Optical instruments and appliances, nes, \$4859-11859 | $\begin{aligned} & \text { US } \\ & 117.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 109.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 62.6 \end{aligned}$ | 358.6 |
|  | $\begin{aligned} & \text { (902230) X-ray tubes, } \$ 4397- \\ & 22057 \end{aligned}$ | FR 91.2 | $\begin{aligned} & \text { RU } \\ & 25.8 \end{aligned}$ | NL 7.5 | 175.8 |
|  | (902830) Electricity supply, production and calibrating meters, \$521-1630 | $\begin{aligned} & \text { IT } \\ & 154.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 2.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.5 \end{aligned}$ | 167.9 |


| (900390) Parts of frames and |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| mountings for spectacles etc, |
| $\$ 298-681$ |$\quad$

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 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.9 \end{aligned}$ | 167.8 |
| Dairy products, eggs, honey, edible animal product nes | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 194.0 |
| Products of animal origin, nes | (050690) Bones and horncores unworked or simply worked nes, \$0-5 | $\begin{aligned} & \mathrm{BE} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.1 \end{aligned}$ | 27.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110820) Inulin, \$2-7 | US 9.2 | $\begin{aligned} & \text { JP } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 3.1 \end{aligned}$ | 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, \$1375 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.3 \end{aligned}$ | IT 1.4 | 38.7 |
|  | (120930) Seed, flower, for sowing, \$656-1600 | IN 7.6 | $\begin{aligned} & \text { JP } \\ & 51 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 2.6 \end{aligned}$ | 25.9 |


| Vegetable plaiting materials, vegetable products nes | (140110) Bamboos used primarily for plaiting, \$0-4 | IN 17.2 | $\begin{aligned} & \text { EG } \\ & 1.6 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 1.4 \end{gathered}$ | 22.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Animal, vegetable fats and oils, cleavage products, etc | (151930) Industrial fatty alcohols, \$0-1 | $\begin{aligned} & \mathrm{BE} \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 224.8 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$15-56 | $\begin{aligned} & \text { KR } \\ & 28.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 3.4 \end{aligned}$ | 45.9 |
| Meat, fish and seafood food preparations nes | (160412) Herrings, prepared or preserved, not minced, \$0-3 | RU 8.1 | $\begin{aligned} & \mathrm{RO} \\ & 7.4 \end{aligned}$ | $\begin{aligned} & \mathrm{EE} \\ & 5.4 \end{aligned}$ | 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 | Fl . 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 | $\begin{aligned} & \text { JP } \\ & 505.6 \end{aligned}$ | LV 47 | $\begin{aligned} & \text { LT } \\ & 42.2 \end{aligned}$ | 667.1 |

## Burkina Faso

## Basic statistics

| Current diversification (number of products) | 1,414 | Potential new products more complex <br> (percentage) | 76 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,974 | Export opportunity in more complex products <br> (percentage) | 43 |
| Potential new products more complex than <br> the country's average | 3,017 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 3 |
|  | 4 |

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 product nes | 17 |
| Edible fruit, nuts, peel of citrus fruit, melons | 12 |


| 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 | 2 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 8 | Asia | 35 |
| China | 8 | Western Europe | 22 |
| Germany | 8 | Northern Europe | 13 |
| United Kingdom | 7 | Northern America | 10 |


| 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 |  |  |  |

## 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 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |


|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plastics and articles thereof | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, $\$ 0-1$ | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | IN 64.7 | 939.2 |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202 | US $3499.8$ | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | $\begin{aligned} & \text { US } \\ & 1396.3 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 83.7 \end{aligned}$ | FR 63.8 | 1692.2 |
|  | (440130) Sawdust, wood waste or scrap, \$0-0 | $\begin{aligned} & \text { IT } \\ & 166.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 146.5 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 109.6 \end{aligned}$ | 608.4 |
|  | (441119) Fibreboard $>0.8 \mathrm{~g} / \mathrm{cm} 2$ worked/surface covered, \$0-0 | $\begin{aligned} & \text { FR } \\ & 190.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 123.6 \end{aligned}$ | ES 27 | 571.3 |
|  | (441119) Fibreboard $>0.8 \mathrm{~g} / \mathrm{cm} 2$ worked/surface covered, \$0-1 | $\begin{aligned} & \text { VN } \\ & 29.8 \end{aligned}$ | GB 26 | NL 22.7 | 275.0 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |


|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
| Iron and steel | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $3-4.75 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | ES 34.1 | 468.6 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |


|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP $178.9$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231527 | $\begin{aligned} & \mathrm{CN} \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 799.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 391.7 \end{aligned}$ | 3322.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | FR 98.9 | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE $116.2$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \text { RU } \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \mathrm{PH} \\ & 68.5 \end{aligned}$ | 884.4 |



## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 111.3 \end{aligned}$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |


|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |


|  | (110812) Maize (corn) starch, \$01 | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151919) <br> Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 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, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |




Catalogue of Diversification Opportunities 2022

## Burundi

## Basic statistics

| Current diversification (number of products) | 543 | Potential new products more complex <br> (percentage) | 70 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,836 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 1,991 | Import replacement opportunity in more <br> 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 | 8 |
| Machinery \& mech appliance etc | 4 |
| 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 | 4 |
| Articles of iron or steel | 3 |
| Sum of others with smaller share | 3 |
|  | 47 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 35 |
| France | 7 | Western Europe | 19 |
| China | 5 | Northern America | 18 |
| Germany | 5 | Eastern Europe | 8 |
| Japan | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| United Kingdom | 4 | South America | 3 |
| India | 3 |  |  |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Italy | 3 | 28 |  |
| Others |  |  |  |
|  |  |  |  |

## 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 |


| Meat and edible meat offal | 13 |
| :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | 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 nes | 4 |
| Edible vegetables and certain roots and tubers | 3 |
| Beverages, spirits and vinegar | 3 |
| Sugars and sugar confectionery | 3 |
| Oil seed, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 33 |
| China | 6 | Western Europe | 19 |
| Russian Federation | 6 | Northern America | 16 |


| United Kingdom | 5 | Eastern Europe | 12 |
| :--- | :--- | :--- | :--- |
| Germany | 5 |  | Northern Europe |
| France | 8 |  |  |
| Japan | 5 | Southern Europe | 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 | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (294190) Antibiotics nes, in bulk, \$62-401 | $\begin{aligned} & \text { IN } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 42.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 36.2 \end{aligned}$ | 443.9 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |


|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT $85.1$ | 1132.3 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | US <br> 1437.8 | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |


|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of apparel, accessories, not knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \mathrm{RU} \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
|  | (620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24 | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 42.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | 254.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, $\$ 0-1$ | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |


|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Machinery \& mech appliance etc | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \mathrm{JP} \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (840820) Engines, diesel, for motor vehicles, \$0771 | US 242 | $\begin{aligned} & \text { GB } \\ & 208.1 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 149.8 \end{aligned}$ | 776.2 |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & \text { RU } \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
|  | (851822) Multiple loudspeakers, mounted in single enclosure, \$63-329 | $\begin{aligned} & \mathrm{AU} \\ & 174 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 83.5 \end{aligned}$ | 852.4 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


| (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |
| :---: | :---: | :---: | :---: | :---: |
| (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 57.4 \end{aligned}$ | 605.5 |
| (901910) Massage and psychological aptitudetest apparatus, \$14-70 | US $370.9$ | $\begin{aligned} & \mathrm{NL} \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 20.6 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 111.3 \end{aligned}$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |


|  | (040490) Natural milk products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 25.6 \end{aligned}$ | DK 2 | SK 1.8 | 41.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | JP <br> 54.4 | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US <br> 947.3 | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (080520) Mandarin, clementine \& citrus hybrids, fresh or dried, \$0-1 | $\begin{aligned} & \text { RU } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 79.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.9 \end{aligned}$ | 243.7 |
|  | (080110) Coconuts, fresh or dried, \$1-4 | $\begin{aligned} & \text { IN } \\ & 26.4 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 1.6 \end{aligned}$ | PS . 6 | 31.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120600) Sunflower seeds, \$0-4 | $\begin{aligned} & \text { AE } \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120930) Seed, flower, for sowing, \$0-26 | FR 6.4 | $\begin{aligned} & \text { CN } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$0-1 | $\begin{aligned} & \text { FR } \\ & 132.4 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 44.4 \end{aligned}$ | 384.7 |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \mathrm{AU} \\ & 22.8 \end{aligned}$ | 256.9 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
| Sugars and confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | Fl 18.5 | 137.1 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 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 | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 78.8 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 16.9 \end{aligned}$ | 309.2 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & J P \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |


|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & H K \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$02 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | PL 5.6 | 145.1 |
|  | (210320) Tomato ketchup and other tomato sauces, \$1-2 | $\begin{aligned} & \mathrm{NO} \\ & 12.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 11.4 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 9.4 \end{aligned}$ | 125.1 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220210) Beverage waters, sweetened or flavoured, \$1-3 | $\begin{aligned} & \text { US } \\ & 182.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 17.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 9.6 \end{aligned}$ | 272.5 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Cabo Verde

## Basic statistics

| Current diversification (number of products) | 684 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,533 | Export opportunity in more complex products <br> (percentage) | 34 |
| Potential new products more complex than <br> the country's average | 2,553 | Import replacement opportunity in more <br> 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 | 6 |
| Pharmaceutical products | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Organic chemicals | 3 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 14 | Asia | 34 |
| France | 8 | Western Europe | 22 |
| Germany | 7 | Northern America | 16 |
| China | 5 | Southern Europe | 7 |
| Netherlands | 4 | Northern Europe | 7 |
| Thailand | 4 | Eastern Europe | 7 |
| United Kingdom | 4 | South America | 3 |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Russian Federation | 3 |  |  |
| Italy | 3 |  |  |
| Others | 27 |  |  |

## 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 | 20 |
| Edible fruit, nuts, peel of citrus fruit, melons | 17 |


| 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 |  |
|  | 4 |  |
| Sumers with smaller share | 4 |  |
|  |  |  |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 33 |
| Russian Federation | 7 | Western Europe | 19 |
| United Kingdom | 7 | Northern America | 13 |
| France | 6 | Northern Europe | 12 |


| Netherlands | 6 |  | Eastern Europe | 11 |
| :--- | :--- | :--- | :--- | :--- |
| Germany | 5 |  | Southern Europe | 6 |
| China, Hong Kong SAR | 5 |  |  |  |
| China |  |  |  |  |
| Japan | 4 |  |  |  |
| United Arab Emirates | 3 |  |  |  |
| Italy |  |  |  |  |
| Others |  |  |  |  |

## Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets
$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline \begin{array}{l}\text { Product } \\ \text { category }\end{array} & \text { (HS code) Product description, unit price range } & \begin{array}{l}\text { Top growing markets (USD } \\ \text { million) }\end{array} & \begin{array}{l}\text { Export } \\ \text { opportunity } \\ \text { (USD }\end{array} \\ \text { million) }\end{array}\right]$

|  | (300432) Adrenal cortical hormones, in dosage, $\$ 55-219$ | $\begin{aligned} & \text { US } \\ & 345 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | $\begin{aligned} & \text { PS } \\ & 87.2 \end{aligned}$ | IE 59.8 | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | CN <br> 774.1 | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | $\begin{aligned} & \text { BR } \\ & 184 \end{aligned}$ | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-1$ | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | $\begin{aligned} & \text { BE } \\ & 92.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 89.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841850) <br> Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \text { AU } \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |


| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
| Vehicles other than railway, tramway | (870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866 | SA $2774.6$ | $\begin{aligned} & \text { FR } \\ & 1101.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 545.5 \end{aligned}$ | 7194.8 |
|  | (870210) Diesel powered buses, \$1651595900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (871140) Motorcycles, spark ignition engine of 500-800 cc, \$2594-6951 | $\begin{aligned} & \text { FR } \\ & 53.7 \end{aligned}$ | ES 47 | $\begin{aligned} & \text { GB } \\ & 46.8 \end{aligned}$ | 344.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | ES 106 | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |


| (902211) Medical X-ray apparatus, \$466151451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 9.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 15.5 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.3 \end{aligned}$ | 57.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (070940) Celery, other than celeriac, fresh or chilled, \$1-3 | $\begin{aligned} & \text { CA } \\ & 108.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 4.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.4 \end{aligned}$ | 144.2 |




|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & P L \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | US $88.8$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & H K \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 2.7 \end{aligned}$ | 159.8 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |


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

## Cambodia

## Basic statistics

| Current diversification (number of products) | 4,454 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,624 | Export opportunity in more complex products <br> (percentage) | 53 |
| Potential new products more complex than <br> the country's average | 2,817 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Plastics and articles thereof | 3 |
| Pharmaceutical products | 7 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Miscellaneous chemical products | 38 |
| Sum of others with smaller share | 3 |
|  |  |

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 |


| Edible fruit, nuts, peel of citrus fruit, melons | 15 |
| :--- | :--- | :--- |
| Residues, wastes of food industry, animal fodder | 11 |
| Dairy products, eggs, honey, edible animal product nes | 11 |
| Vegetable, fruit, nut, etc food preparations | 10 |
| Oil seed, oleagic 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 | 2 |
| Sugars and sugar confectionery | 2 |
| Beverages, spirits and vinegar | 2 |
| Milling products, malt, starches, inulin, wheat gluten | 2 |
| Edible vegetables and certain roots and tubers | 2 |
| Bers with smaller share | 6 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 15 | Asia | 40 |
| USA | 11 | Western Europe | 19 |
| Germany | 8 | Northern America | 13 |


| 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, <br> unit price range | Top growing markets (USD <br> million) | Export <br> opportunity <br> (USD million) |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | \#1 | \#2 | \#3 |  |  |
| Inorganic <br> precious <br> compound, isotopes | memicals, <br> metal | (282590) Metal bases, oxides, <br> hydroxides, peroxides, nes, \$1- <br> 25 | KR <br> 1123.4 | JP <br> 108.4 | CA | 41.3 |


|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | FR 74.8 | US 55.8 | 416.6 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, $\$ 25-354$ | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-heteroatom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | VN 40.9 | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |


|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$417 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | DE 19.7 | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, } \\ & -6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 324.1 \end{aligned}$ | TR 39.3 | FR 37.3 | 497.8 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}$ $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | PH 69.7 | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}$ $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |



|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.9 \end{aligned}$ | TH 37.5 | 937.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$10932367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | KR 88.2 | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | RO 110.1 | 1216.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |


|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | 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, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible vegetables and certain roots and tubers | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | DE 7.4 | IT 6.4 | 99.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$01 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | PL 21.3 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | US 6.3 | $\mathrm{CN}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |





| Residues, wastes of food industry, animal fodder | (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1 | US 40 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$02 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 62 \end{aligned}$ | 60.1 |

## Cameroon

## Basic statistics

| Current diversification (number of products) | 3,031 | Potential new products more complex <br> (percentage) | 84 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,952 | Export opportunity in more complex products <br> (percentage) | 65 |
| Potential new products more complex than <br> the country's average | 3,307 | Import replacement opportunity in more <br> 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 | 6 |
| Vehicles other than railway, tramway | 6 |
| Organic chemicals | 6 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus |  |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Articles of iron or steel | 3 |
| Pharmaceutical products | 3 |
| Sum of others with smaller share | 3 |
|  | 4 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 37 |
| China | 7 | Western Europe | 20 |
| France | 6 | Northern America | 14 |
| Germany | 6 | Eastern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Belgium | 3 |  |  |
| India | 3 | 29 |  |
| Others |  |  |  |
| 2 |  |  |  |


| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 13 | Asia | 37 |
| China | 7 | Western Europe | 20 |
| France | 6 | Northern America | 14 |
| Germany | 6 | Eastern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Belgium | 3 |  |  |
| India | 3 |  |  |
| Others | 29 |  |  |

## 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 | 17 |
| Cereals | 11 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 40 |
| China | 10 | Western Europe | 18 |
| Germany | 8 | Northern Europe | 12 |
| United Kingdom | 6 | Northern America | 12 |


| Rep. of Korea | 4 | Eastern Europe | 6 |
| :--- | :--- | :--- | :--- |
| Japan | 4 |  | Southern Europe |
| 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, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |



|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |



| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| (902211) Medical X-ray apparatus, \$4661-51451 | US $233.5$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$01 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 12.4 \end{aligned}$ | 211.7 |
| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes aquatic | (030614) Crabs, frozen, \$6-24 | $\begin{aligned} & \text { JP } \\ & 482.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 135.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 23.7 \end{aligned}$ | 736.3 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |


|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080940) Plums, sloes, fresh, \$02 | $\begin{aligned} & \mathrm{CN} \\ & 79.1 \end{aligned}$ | HK 77 | $\begin{aligned} & \text { KW } \\ & 3.4 \end{aligned}$ | 172.9 |


| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120600) Sunflower seeds, \$0-4 | AE 33.2 | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \text { NO } \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | IN 54.7 | SA 8.8 | NZ 8.3 | 124.6 |




|  | (230890) Vegetable wastes and residues nes for animal feed, \$02 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 6.2 \end{aligned}$ | 60.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Canada

## Basic statistics

| Current diversification (number of products) | 20,491 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 717 | Export opportunity in more complex products <br> (percentage) | 59 |
| Potential new products more complex than <br> the country's average | 565 | Import replacement opportunity in more <br> 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 | 25 |
| Sum of others with smaller share | 2 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 14 | Asia | 39 |
| France | 9 | Western Europe | 26 |
| Belgium | 6 | Southern Europe | 8 |
| India | 5 | Northern America | 7 |
| USA | 5 | Eastern Europe | 7 |
| Germany | 5 | Northern Europe | 5 |
| Netherlands | 4 | Sub-Saharan Africa | 3 |
| Italy | 4 | South America | 3 |
| Singapore | 3 |  |  |
| Others | 27 |  |  |

## Potential new sectors for diversification (Agri-business products)

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

| Product | Percent |
| :--- | :--- |
| Meat and edible meat offal | 35 |
| Animal,vegetable fats and oils, cleavage products, etc | 29 |
| Dairy products, eggs, honey, edible animal product nes | 11 |
| Meat, fish and seafood food preparations nes | 6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 5 |


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

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| Italy | 8 | Western Europe | 32 |
| Austria | 7 | Asia | 21 |
| France | 7 | Southern Europe | 19 |
| Spain | 6 | Eastern Europe | 16 |
| Germany | 6 | Northern Europe | 7 |
| Belgium | 6 |  |  |
| Saudi Arabia | 5 |  |  |
| Netherlands | 5 |  |  |
| Czechia | 4 |  |  |
| Greece | 4 |  |  |
| Poland | 4 |  |  |
| Türkiye | 3 |  |  |


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


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


|  | (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 < 1 mm diameter, $\$ 0-0$ | IN . 6 | US . 5 | VN . 4 | 3.2 |
| Iron and steel | (720823) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $3-4.75 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { CN } \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 151.9 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 41.6 \end{aligned}$ | 451.3 |
|  | (721914) Hot rolled stainless steel coil, w $>600 \mathrm{~mm}, \mathrm{t}$ <3mm, \$0-2 | $\begin{aligned} & \text { FR } \\ & 279.5 \end{aligned}$ | IN $141.4$ | JP 9.4 | 440.7 |
|  | (720712) Semi-finished bars, iron or nonalloy steel $<0.25 \%$ C, rectangular, nes, \$0-2 | $\begin{aligned} & \text { JP } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 85.6 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 53.2 \end{aligned}$ | 337.1 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-1 | $\begin{aligned} & \text { NG } \\ & 162.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 19.5 \end{aligned}$ | 304.9 |
| Tin and articles thereof | (800110) Tin not alloyed unwrought, \$18-21 | $\begin{aligned} & \text { SG } \\ & 389.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.4 \end{aligned}$ | 674.5 |
|  | (800110) Tin not alloyed unwrought, \$018 | $\begin{aligned} & \mathrm{CN} \\ & 34.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 918.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 219 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 44.5 \end{aligned}$ | 1327.6 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (846599) Machine tools for wood, cork or hard plastic, etc nes, \$10570-26099 | $\begin{aligned} & \mathrm{RU} \\ & 39.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 10.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 7.9 \end{aligned}$ | 110.9 |
|  | (847920) Machines to process animal or fixed veg fats or oils, \$346-22410 | $\begin{aligned} & \text { UA } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 11.1 \end{aligned}$ | 94.4 |


|  | (842620) Tower cranes, \$117540198867 | $\begin{aligned} & \text { US } \\ & 49.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 10.9 \end{aligned}$ | CL 7.2 | 89.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (850423) Liquid dielectric transformers > 10,000 KVA, \$2387-392273 | $\begin{aligned} & \text { FR } \\ & 66.9 \end{aligned}$ | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | $\begin{aligned} & \mathrm{Cl} \\ & 26.7 \end{aligned}$ | 442.3 |
|  | (850613) Silver oxide primary cells, batteries volume < 300 cc, \$0-0 | HK 6.6 | $\begin{aligned} & \text { MY } \\ & 5.5 \end{aligned}$ | IE 4.8 | 33.9 |
|  | (851621) Electric storage heating radiators, \$0-25 | $\begin{aligned} & \text { MY } \\ & 13.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 2.1 \end{aligned}$ | RU 1 | 8.9 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 110.8 \end{aligned}$ | 1001.2 |
|  | (870710) Bodies for passenger carrying vehicles, \$10851-27172 | $\begin{aligned} & \text { IT } \\ & 154.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.1 \end{aligned}$ | HK 1.2 | 161.7 |
|  | (870421) Diesel powered trucks weighing < 5 tonnes, \$108049-216739 | $\begin{aligned} & \text { FI } \\ & 69.9 \end{aligned}$ | CZ . 3 | SE . 2 | 70.8 |
|  | (870710) Bodies for passenger carrying vehicles, \$0-112 | $\begin{aligned} & \text { GB } \\ & 7.1 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 2.2 \end{aligned}$ | LU 1.1 | 14.2 |
|  | (870911) Work trucks, electrically powered, \$0-2611 | $\begin{aligned} & \text { CA } \\ & 9.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |


|  | (020742) Turkey cuts \& offal, except livers, frozen, \$4-8 | $\begin{aligned} & \text { ES } \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020630) Swine edible offal, fresh or chilled, \$0-0 | SE 27 | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | GH . 1 | 43.6 |
|  | (020810) Rabbit or hare meat, offal, fresh, chilled or frozen, \$4-8 | $\begin{gathered} \mathrm{NL} \\ 3.2 \end{gathered}$ | US 3 | $\begin{aligned} & C Z \\ & 2.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | ID 4.8 | $\begin{aligned} & N Z \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (040229) Milk and cream powder sweetened < 1.5\% fat, \$7-14 | $\begin{aligned} & \text { IT } \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 3.1 \end{aligned}$ | 33.4 |
|  | (041000) Edible products of animal origin nes, \$0-5 | $\begin{aligned} & \mathrm{NL} \\ & 9.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 5.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 5.2 \end{aligned}$ | 25.5 |
|  | (040891) Eggs, bird, not in shell, dried, \$4-6 | $\begin{aligned} & \text { DK } \\ & 4.4 \end{aligned}$ | $\begin{gathered} \mathrm{AU} \\ 3.7 \end{gathered}$ | ID 2.3 | 22.2 |
|  | (040811) Egg yolks dried, \$0-4 | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 72 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 2.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.5 \end{aligned}$ | 58.6 |


| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120791) Poppy seeds, \$0-3 | $\begin{aligned} & \text { AT } \\ & 13.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 8.3 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | 38.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120911) Seed, sugar beet, for sowing, \$12-60 | IT 8.8 | $\begin{aligned} & \text { PL } \\ & 5.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
| Vegetable plaiting materials, vegetable products nes | (140110) Bamboos used primarily for plaiting, \$0-4 | $\begin{aligned} & \mathrm{IN} \\ & 17.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1.4 \end{aligned}$ | 22.3 |
| Animal, vegetable fats and oils, cleavage products, etc | (151930) Industrial fatty alcohols, \$0-1 | $\begin{aligned} & \text { BE } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 224.8 |
|  | (151521) Maize oil crude, \$0-2 | $\begin{aligned} & \text { SG } \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 8.8 \end{aligned}$ | 70.3 |
|  | (151913) Tall oil fatty acids, \$1-2 | $\begin{aligned} & \mathrm{KR} \\ & 5.2 \end{aligned}$ | $\begin{aligned} & A U \\ & 3.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 25.0 |
|  | (151912) Oleic acid, \$1-3 | $\begin{aligned} & \text { JP } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | ZA . 8 | 16.4 |
|  | (151912) Oleic acid, \$3-5 | $\begin{aligned} & \text { SA } \\ & 5.8 \end{aligned}$ | MY . 3 | CA . 2 | 6.9 |
| Meat, fish and seafood food preparations nes | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { DK } \\ & 1.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 1.2 \end{aligned}$ | 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, $\$ 0-0$ | $\begin{aligned} & \text { TR } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 12.6 \end{aligned}$ | $\begin{gathered} \text { GR } \\ 5.1 \end{gathered}$ | 46.8 |

## Cayman Isds

## Basic statistics

| Current diversification (number of products) | 812 | Potential new products more complex <br> (percentage) | 76 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,572 | Export opportunity in more complex products <br> (percentage) | 42 |
| Potential new products more complex than <br> the country's average | 2,722 | Import replacement opportunity in more <br> 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 | 5 |
| Organic chemicals | 4 |
| 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 | 32 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 33 |
| France | 7 | Western Europe | 20 |
| China | 5 | Northern America | 18 |
| Germany | 5 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 6 |
| United Kingdom | 4 | Southern Europe | 6 |
| Japan | 3 | South America | 3 |
| Tay |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 32 |
| Russian Federation | 9 | Western Europe | 19 |
| France | 7 | Eastern Europe | 13 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$25-326 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |



|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \mathrm{IN} \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | JP <br> 205.1 | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |


| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (841850) Refrigerator/freezer <br> chests/cabinets/showcases, $\$ 450-$ <br> 1594  | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | US $476.4$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |


| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 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, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & C N \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, $\$ 8$-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 109.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 9.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |



|  | (110429) Cereals, hulled, pearled, sliced or kibbled nes, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 23.4 \end{aligned}$ | PL 5.5 | $\begin{aligned} & \mathrm{FR} \\ & 4.5 \end{aligned}$ | 44.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110311) Wheat meal, \$0-1 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 1.7 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 1.2 \end{gathered}$ | 19.4 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | $\begin{aligned} & \text { IE } \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 1.9 \end{aligned}$ | 16.4 |
|  | (160411) Salmon prepared or preserved, not minced, \$0-6 | $\begin{aligned} & \text { DK } \\ & 6.2 \end{aligned}$ | ES 1.2 | $\begin{aligned} & \text { UA } \\ & 1.1 \end{aligned}$ | 14.7 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & V N \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & C N \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 18.5 \end{aligned}$ | 137.1 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |



|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | PL 5.6 | 145.1 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 3.3 \end{aligned}$ | 72.2 |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$0-7 | $\begin{aligned} & R U \\ & 284.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 23.9 \end{aligned}$ | 432.9 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 <br> (percentage) | 73 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,419 | Export opportunity in more complex products <br> (percentage) | 31 |
| Potential new products more complex than <br> the country's average | 2,496 | Import replacement opportunity in more <br> 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 |
|  | 4 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 36 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| Japan | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Thailand | 4 | South America | 3 |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| Meat and edible meat offal | 12 |
| :---: | :---: |
| Cereal, flour, starch, milk preparations and products | 11 |
| Dairy products, eggs, honey, edible animal product nes | 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 nes | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 33 |
| United Kingdom | 7 | Western Europe | 20 |
| China | 7 | Northern Europe | 12 |


| 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 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |


|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 103 \end{aligned}$ | 1100.1 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Articles of apparel, accessories, knit or crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \mathrm{RU} \\ & 37.5 \end{aligned}$ | 275.6 |


|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \mathrm{AE} \\ & 40.4 \end{aligned}$ | 244.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of apparel, accessories, not knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \text { RU } \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
|  | (620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24 | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 42.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | 254.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter $<406.4 \mathrm{~m}, \$ 0-1$ | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |


|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| Machinery \& mech appliance etc | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | IT <br> 148.4 | 1135.4 |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & \text { RU } \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
|  | (851822) Multiple loudspeakers, mounted in single enclosure, \$63-329 | $\begin{aligned} & \mathrm{AU} \\ & 174 \end{aligned}$ | $\begin{aligned} & D E \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 83.5 \end{aligned}$ | 852.4 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP $124.8$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
| (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & J P \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |



|  | (080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { IT } \\ & 276.8 \end{aligned}$ | DE 62 | $\begin{aligned} & \text { ES } \\ & 15.6 \end{aligned}$ | 444.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \text { NL } \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | $\begin{aligned} & \text { IE } \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \mathrm{AU} \\ & 22.8 \end{aligned}$ | 256.9 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.6 \end{aligned}$ | 67.6 |
|  | (160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9 | $\begin{aligned} & \text { SA } \\ & 21.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 9.1 \end{aligned}$ | PL 5.2 | 53.4 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |




## Chad

## Basic statistics

| Current diversification (number of products) | 458 | Potential new products more complex <br> (percentage) | 67 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,947 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 1,961 | Import replacement opportunity in more <br> 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 | 2 |
|  | 43 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 8 | Western Europe | 20 |
| China | 6 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 | 20 |
| Cereal, flour, starch, milk preparations and products | 13 |
| Edible fruit, nuts, peel of citrus fruit, melons | 12 |


| 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 |


| Germany | 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, \$25326 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |


| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | AE $112.8$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 103 \end{aligned}$ | 1100.1 |
| Paper <br> \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | IT $250.9$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |


|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles $\quad$ ofapparel,accessories, knitor crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |
| Articles of apparel, accessories, not knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \mathrm{RU} \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 48 \end{aligned}$ | IT 18 | 274.3 |
|  | (621210) Brassieres and parts thereof, \$104204 | DE 66 | $\begin{aligned} & \text { FR } \\ & 32.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 31.2 \end{aligned}$ | 229.9 |
|  | (621290) Corsets, braces and parts thereof, \$28-85 | $\begin{aligned} & \text { US } \\ & 81.6 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 35.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 35.3 \end{aligned}$ | 195.6 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |


|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841850) <br> Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


| (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (901819) Electro-diagnostic apparatus, nes, \$065 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\mathrm{JP}$ $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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, <br> molluscs, aquatic <br> invertebrates nes  | (030490) Fish meat \& mince, except liver, roe \& fillets, froze, \$28 | $\begin{aligned} & \text { TH } \\ & 80.1 \end{aligned}$ | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 290.0 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |



|  |  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  |  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Sugars and confectionery | sugar | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  |  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 18.5 \end{aligned}$ | 137.1 |
|  |  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  |  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | SA 8.2 | NZ 5.7 | 74.7 |
|  |  | (170410) $\quad$ Chewing gum  <br> containing $\quad$ sugar, except  <br> medicinal, $\$ 2-10$  | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and preparations | cocoa | (180620) Chocolate and other food preps containing cocoa > 2 k , \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  |  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  |  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  |  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  |  | (180500) Cocoa powder, unsweetened, \$2-6 | $\begin{aligned} & \text { US } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 31.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 16.6 \end{aligned}$ | 223.3 |


| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO $181.1$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
| Vegetable, fruit, nut, etc food preparations |  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$02 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |


|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | PL 5.6 | 145.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & C L \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |

## Chile

## Basic statistics

| Current diversification (number of products) | 8,716 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,815 | Export opportunity in more complex products <br> (percentage) | 70 |
| Potential new products more complex than <br> the country's average | 2,227 | Import replacement opportunity in more <br> 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 |
| Plectrical, electronic equipment | 4 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Inorganic chemicals, precious metal compound, isotopes | 4 |
| Nickel and articles thereof | 4 |
| Sum of others with smaller share | 3 |
|  | 29 |

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

| 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 |


| 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 18 | Asia | 37 |
| Germany | 10 | Western Europe | 21 |
| China, Hong Kong SAR | 6 | Northern Europe | 11 |


| 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 |  |  |  |
|  |  |  |  |

## 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 metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE <br> 668.9 | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | US 19.6 | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |


|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | 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 |  | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (293390) Heterocyclic <br> compounds with $\quad$ N-hetero-  <br> atom(s) only, ne, $\$ 278-660$  | IE $383.8$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
| Pharmaceutical products | (300220) Vaccines, human use, \$2379-9410 | $\begin{aligned} & \text { US } \\ & 3300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1484.6 \end{aligned}$ | CN 890 | 6344.2 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | FR 95.3 | US 54.2 | 684.6 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | KR 45.1 | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |


|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, } \\ & -6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 55.5 \end{aligned}$ | JP 34.2 | BE 23.1 | 255.2 |
|  | (390220) Polyisobutylene in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 153.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 13.4 \end{aligned}$ | CN 8.8 | 216.2 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | PH 69.7 | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, $\$ 0-1$ | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \text { CN } \\ & 985.7 \end{aligned}$ | US $879.2$ | $\begin{aligned} & \text { DE } \\ & 461.3 \end{aligned}$ | 3935.8 |
|  | (750512) Bars, rods and profiles, nickel alloy, \$23-60 | $\begin{aligned} & \mathrm{CN} \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.9 \end{aligned}$ | US 64.8 | 363.5 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | ID 40.5 | $\begin{aligned} & \mathrm{CN} \\ & 22.4 \end{aligned}$ | 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 |



|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | PH 68.5 | 884.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870130) Track-laying tractors (crawlers), \$10200-147074 | $\begin{aligned} & \text { US } \\ & 494.9 \end{aligned}$ | FR 9.5 | ET 6.5 | 540.3 |
| Optical, photo, technical, medical, etc apparatus | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | BE 79.7 | 886.2 |
|  | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & \text { RU } \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (901811) Electro-cardiographs, \$1100-2726 | $\begin{aligned} & \text { US } \\ & 467.6 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | DE $405.1$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
| Meat and edible meat offal | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$02 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |


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



|  | (160412) Herrings, prepared or preserved, not minced, \$0-3 | RU 8.1 | $\begin{aligned} & \mathrm{RO} \\ & 7.4 \end{aligned}$ | EE 5.4 | 31.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160412) Herrings, prepared or preserved, not minced, \$3-6 | CZ 3.7 | $\begin{aligned} & \text { UA } \\ & 3.4 \end{aligned}$ | FI 2.8 | 18.6 |
| Sugars and sugar confectionery | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | FI 10.7 | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & C N \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190510) Crispbread, \$6-11 | FR 3.6 | Fl . 8 | US . 7 | 8.4 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$4-9 | $\begin{aligned} & \mathrm{MU} \\ & 2.2 \end{aligned}$ | US 1.2 | CN . 5 | 7.4 |
| Residues, wastes of food industry, animal fodder | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { TR } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 5.1 \end{aligned}$ | 46.8 |

## China

## Basic statistics

| Current diversification (number of products) | 22,575 | Potential new products more complex <br> (percentage) | 43 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 855 | Export opportunity in more complex products <br> (percentage) | 23 |
| Potential new products more complex than <br> the country's average | 367 | Import replacement opportunity in more <br> 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 | Sum of others with smaller share |
| Prex |  |
|  | 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 22 | Asia | 28 |
| China | 15 | Northern America | 24 |
| Japan | 8 | Northern Europe | 17 |
| United Kingdom | 7 | Western Europe | 13 |
| Denmark | 5 | Eastern Europe | 8 |
| Portugal | 4 | Southern Europe | 7 |
| Netherlands | 4 | South America | 3 |
| Belgium | 4 |  |  |
| Others | 14 |  |  |

## 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, <br> precious metal <br> compound, isotopes | (284330) Gold compounds, \$0-527 | $\begin{aligned} & \mathrm{CN} \\ & 89.7 \end{aligned}$ | MY 4.3 | AE . 2 | 94.5 |
|  | (282690) Complex fluorine salts except synthetic cryolite, \$41-89 | GB 4 | MY . 2 | MA 0 | 4.3 |


|  | (283321) Magnesium sulphate, \$65137 | SA 1.3 | MT . 4 | AR 0 | 1.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (284610) Cerium compounds, \$70160 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 60.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 15.8 \end{aligned}$ | GB . 1 | 76.9 |
|  | (291733) Dinonyl or didecyl orthophthalates, \$1-2 | PT 10.3 | EG 5.4 | $\begin{aligned} & \mathrm{NL} \\ & 2.6 \end{aligned}$ | 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, \$819 | 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, \$15444696 | $\begin{aligned} & \text { US } \\ & 1677.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$144-371 | $\begin{aligned} & \text { US } \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 8.4 \end{aligned}$ | 159.2 |
|  | (300339) Hormones nes, no antibiotics, bulk, not contraceptive, \$22095-84247 | $\begin{aligned} & \mathrm{CH} \\ & 11.6 \end{aligned}$ | IT 7.1 | IN . 8 | 19.5 |
|  | (300340) Alkaloids, derivs, without antibiotics, hormones, bul, \$517811453 | KR 1.8 | IN . 5 | LU 0 | 2.3 |
| Tanning, $\quad$ dyeingextracts, $\quad$ tannins,derivs, pigments etc | (321590) Ink, other than printing ink, \$161-193 | $\begin{aligned} & \text { DE } \\ & 362.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 25.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 20.9 \end{aligned}$ | 430.8 |
|  | (321210) Stamping foils, \$37-77 | MT 3.3 | FR 3.2 | $\begin{aligned} & C Z \\ & 2.4 \end{aligned}$ | 13.3 |


| Plastics and articles thereof | (391400) Ion exchangers based on polymers in primary forms, \$102-628 | $\begin{aligned} & \text { DE } \\ & 34.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 22.4 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 17.5 \end{aligned}$ | 114.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (391690) Monofilament(>1mm), rods, not ethylene or vinyl polyme, \$44-61 | JP 9.5 | CR 3.8 | $\begin{aligned} & \text { DE } \\ & 2.4 \end{aligned}$ | 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 semimanufactured forms, \$44611-104574 | $\begin{aligned} & \text { GB } \\ & 1272.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 320.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 278.8 \end{aligned}$ | 1947.6 |
|  | (711049) Iridium, osmium and ruthenium, semi-manufactured, \$49224-64914 | $\begin{aligned} & \text { US } \\ & 15.7 \end{aligned}$ | 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 | Fl 1 | 12.9 |
|  | (731449) Net/fencing, iron or steel $<3 \mathrm{~mm}$ wire, $<100 \mathrm{~cm}$ mesh, ne, \$79266 | CN 4.6 | DE 1.7 | IT . 6 | 10.2 |
| Machinery \& mech appliance etc | (842240) Packing or wrapping machinery nes, \$66673-180950 | $\begin{aligned} & \text { CN } \\ & 129.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 39.4 \end{aligned}$ | 282.2 |
|  | (845610) Laser, light and photon beam process machine tools, \$69556-169045 | $\begin{aligned} & \text { US } \\ & 90.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & C A \\ & 10.5 \end{aligned}$ | 151.9 |


|  | (840790) Engines, spark-ignition type nes, \$1508-3580 | $\begin{aligned} & \text { US } \\ & 69.2 \end{aligned}$ | Fl 1 | IT . 6 | 73.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (848230) Bearings, spherical roller, \$258-605 | $\begin{aligned} & \text { US } \\ & 40.5 \end{aligned}$ | BR 5.7 | IN 5.5 | 56.9 |
|  | (846291) Hydraulic presses for working metal, \$46673-135940 | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | CN 7.3 | $\begin{aligned} & \mathrm{AU} \\ & 4.5 \end{aligned}$ | 53.7 |
| Electrical, electronic equipment | (851580) Electric, laser and ultrasonic welding equipment nes, \$1397555313 | $\begin{aligned} & \text { GB } \\ & 15.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 5.7 \end{aligned}$ | 51.1 |
|  | (854519) Carbon and graphite electrodes, except for furnaces, \$127310 | $\begin{aligned} & \text { US } \\ & 26.7 \end{aligned}$ | CN 1.1 | ES . 8 | 31.0 |
|  | (850790) Parts of electric accumulators, including separators, \$96-143 | $\begin{aligned} & \text { DE } \\ & 17.3 \end{aligned}$ | HU 3.6 | $\begin{aligned} & \text { MY } \\ & 1.1 \end{aligned}$ | 24.6 |
|  | (851240) <br> Windscreen wipers/defrosters/demisters, \$32-53 | $\begin{aligned} & \mathrm{CN} \\ & 17.5 \end{aligned}$ | BR 1.5 | IN . 8 | 20.9 |
|  | (851629) Electric space heating nes and soil heating apparatus, \$402-559 | $\begin{aligned} & \mathrm{HK} \\ & 14.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 8.9 \end{aligned}$ | 408.6 |
|  | (901180) Microscopes, optical, nes, \$9283-14213 | $\begin{aligned} & \mathrm{CN} \\ & 54.8 \end{aligned}$ | IN 1.3 | DE . 6 | 58.6 |
|  | (900290) Mounted lenses, prisms, mirrors, optical elements nes, \$18334151 | $\begin{aligned} & \mathrm{CN} \\ & 44.6 \end{aligned}$ | FR 3 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | 58.1 |
|  | (902990) Parts and accessories of revolution counters, etc, \$485-601 | GB 6.5 | HK 2.1 | $\begin{gathered} \mathrm{KR} \\ 1.1 \end{gathered}$ | 12.5 |
|  | (900691) Parts and accessories for photographic cameras, \$552-1430 | DE 5 | DK 2.4 | $\begin{aligned} & \mathrm{CH} \\ & 1.7 \end{aligned}$ | 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 purebred breeding < $50 \mathrm{~kg}, \$ 0-62$ | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 6.5 \end{aligned}$ | $\begin{gathered} \mathrm{NL} \\ 5.1 \end{gathered}$ | 35.8 |
|  | (010119) Horses, live except purebred breeding, \$289056-424711 | US 4 | $\begin{aligned} & \text { HK } \\ & 1.3 \end{aligned}$ | $\begin{aligned} & \text { LU } \\ & .6 \end{aligned}$ | 6.2 |
|  | (010519) Poultry, live except domestic fowls, < 185 grams, \$6-8 | CA .3 | EG . 1 | $\begin{aligned} & \mathrm{BR} \\ & .1 \end{aligned}$ | 0.5 |
| Meat and edible meat offal | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$0-1 | $\begin{aligned} & \text { GB } \\ & 4.1 \end{aligned}$ | $\begin{aligned} & C L \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.3 \end{aligned}$ | 16.8 |
|  | (020500) Horse, ass, mule, hinny meat, fresh, chilled or froze, \$2-8 | JP $14.5$ | PL 3 | $\begin{aligned} & \text { SE } \\ & .3 \end{aligned}$ | 15.2 |
|  | (020722) Turkeys, domestic, whole, frozen, \$2-4 | $\begin{gathered} \text { GB } \\ 8.1 \end{gathered}$ | $\begin{gathered} \text { GR } \\ 1.4 \end{gathered}$ | $\begin{gathered} \mathrm{AE} \\ 1.3 \end{gathered}$ | 14.1 |
|  | (020641) Swine livers, frozen, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 3.4 \end{aligned}$ | RO . 7 | $\begin{aligned} & \text { UA } \\ & .7 \end{aligned}$ | 8.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$8-15 | $\begin{gathered} \text { FR } \\ 1.7 \end{gathered}$ | 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 | $\begin{aligned} & \text { SG } \\ & 0 \end{aligned}$ | 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 | $\begin{aligned} & \text { DK } \\ & 6.8 \end{aligned}$ | DE 2 | $\begin{aligned} & \mathrm{IE} \\ & 1.7 \end{aligned}$ | 18.4 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060230) Rhododendrons and azaleas, \$5-9 | SE . 4 | DK . 1 | $\begin{aligned} & \mathrm{HU} \\ & .1 \end{aligned}$ | 0.6 |


| Edible vegetables and certain roots and tubers | (071030) Spinach, frozen, uncooked steamed or boiled, \$2744 | AU 0 | MM 0 | $\begin{aligned} & \text { AG } \\ & 0 \end{aligned}$ | 0.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Coffee, tea, mate and spices | (091030) Turmeric (curcuma), \$210-540 | SG . 1 | GB . 1 | $\begin{aligned} & \text { ZA } \\ & .1 \end{aligned}$ | 0.3 |
| Cereals | (100200) Rye, \$20-44 | IT . 1 | LU 0 | CZ 0 | 0.1 |
|  | (100640) Rice, broken, \$19-28 | $A \cup 0$ | SI 0 | IS 0 | 0.0 |
| Milling products, malt, starches, inulin, wheat gluten | (110710) Malt, not roasted, \$28-32 | $\begin{aligned} & \text { TG } \\ & 1.6 \end{aligned}$ | GR 0 | DK 0 | 1.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120923) Seed, fescue, for sowing, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 22.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 54.8 |
| Animal,vegetable fats and oils, cleavage products, etc | (150590) Derivatives of wool grease (including lanolin), \$41-79 | $\begin{aligned} & \text { FR } \\ & 1.5 \end{aligned}$ | ZA 3 | $\begin{aligned} & \text { BE } \\ & .2 \end{aligned}$ | 2.4 |
|  | (151912) Oleic acid, \$10-54 | CZ 1 | MR . 1 | $\begin{aligned} & \mathrm{CH} \\ & 0 \end{aligned}$ | 1.2 |
|  | (151920) Acid oils from refining, \$10-19 | SA 6 | EG 0 |  | 0.6 |
|  | (151311) Coconut (copra) oil crude, \$130-292 | Fl . 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 <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 763 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 606 | Import replacement opportunity in more <br> 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 | 5 |
| Miscellaneous chemical products | 5 |
| Articles of iron or steel | 5 |
| Meat and edible meat offal | 6 |
| Inorganic chemicals, precious metal compound, isotopes | 4 |
| Mineral fuels, oils, distillation products, etc | 22 |
| Sum of others with smaller share | 2 |
|  |  |

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 |


| 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 |

## 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 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | NL 76.9 | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | JP 13.8 | 271.3 |
|  | (020710) Poultry, domestic, whole, fresh or chilled, \$1-5 | $\begin{aligned} & \text { HK } \\ & 24.3 \end{aligned}$ | GB 23 | ES 16.1 | 120.6 |
| Mineral fuels, oils, distillation products, etc | (271312) Petroleum coke, calcined, \$0-0 | AU 229.7 | $\begin{aligned} & \mathrm{IN} \\ & 172.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 128.5 \end{aligned}$ | 792.3 |
|  | (270730) Xylole, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 157.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 74.5 \end{aligned}$ | IN 64.3 | 370.5 |
|  | (270810) Pitch, \$0-1 | $\begin{aligned} & \text { US } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 19.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 14.4 \end{aligned}$ | 167.7 |
|  | (270710) Benzol, \$0-2 | $\begin{aligned} & \text { MY } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.4 \end{aligned}$ | CA 8 | 51.7 |
|  | (270730) Xylole, \$0-2 | FR 4.9 | $\begin{aligned} & \mathrm{CH} \\ & 4.2 \end{aligned}$ | IT 3.1 | 24.4 |


| Inorganic chemicals, precious metal compound, isotopes | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (284590) Isotopes nes, compounds, \$2560-6097 | RU 27 | $\begin{aligned} & \text { US } \\ & 25.9 \end{aligned}$ | 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 | $\begin{aligned} & C Z \\ & 19.5 \end{aligned}$ | SG 4.1 | 60.7 |
| Organic chemicals | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | $\begin{aligned} & \text { VN } \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (290250) Styrene, \$1-2 | $\begin{aligned} & \text { KR } \\ & 186.6 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 56.9 \end{aligned}$ | Fl 45.5 | 399.2 |
|  | (290243) P-xylene, \$0-21 | $\begin{aligned} & \text { PT } \\ & 150.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 56.5 \end{aligned}$ | IN 39.6 | 305.0 |
|  | (290531) Ethylene glycol (ethanediol), \$0-0 | ID 112 | GB 96 | $\begin{aligned} & \text { VN } \\ & 21.8 \end{aligned}$ | 291.0 |
|  | (290124) Buta-1, 3-diene and isoprene, \$0-0 | $\begin{aligned} & \text { GB } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.4 \end{aligned}$ | NL 19.2 | 96.3 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381511) Supported catalysts, nickel based, \$11-30 | TH 35 | $\begin{aligned} & \text { SA } \\ & 24.5 \end{aligned}$ | IN 23.2 | 173.9 |
|  | (381512) Supported catalysts, precious metal based, \$0-39 | FR 55.9 | $\begin{aligned} & \text { US } \\ & 10.4 \end{aligned}$ | BN 6.4 | 125.0 |
|  | (380130) Carbonaceous pastes for electrodes, furnace linings, \$0-0 | ID 7 | $\begin{aligned} & \mathrm{AU} \\ & 4.2 \end{aligned}$ | KZ 1.5 | 17.7 |
|  | (380120) Colloidal or semi-colloidal graphite, \$0-4 | FR 7.5 | $\begin{aligned} & \text { DE } \\ & 2.4 \end{aligned}$ | PL 1.1 | 13.8 |


| Iron and steel | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720823) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}$, t 3 4.75 mm , nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t 4.7510 mm , nes, $\$ 0-0$ | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | TR 71.4 | 530.0 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-1 | $\begin{aligned} & \text { NG } \\ & 162.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 19.5 \end{aligned}$ | 304.9 |
|  | (721310) Hot rolled bar/rod grooved iron or non-alloy steel in irregular coils, \$0-0 | AT 80.5 | $\begin{aligned} & \text { YE } \\ & 63.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 22.9 \end{aligned}$ | 262.7 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$12 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$01 | $\begin{aligned} & R U \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730512) Pipe-line longitudinal nes welded steel,diameter>406m, \$0-2 | PL 15.8 | $\begin{aligned} & \text { MY } \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.7 \end{aligned}$ | 110.3 |
|  | (730230) Railway/tramway switch/crossing material, iron/steel, $\$ 3-13$ | TH 18.4 | $\begin{aligned} & \text { CL } \\ & 10.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 985.7 \end{aligned}$ | US $879.2$ | $\begin{aligned} & \text { DE } \\ & 461.3 \end{aligned}$ | 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 |



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 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020710) Poultry, domestic, whole, fresh or chilled, \$1-5 | $\begin{aligned} & \mathrm{HK} \\ & 24.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.1 \end{aligned}$ | 120.6 |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030710) Oysters, \$6-13 | US 5.8 | $\begin{aligned} & C N \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.1 \end{aligned}$ | 28.2 |
|  | (030222) Plaice, fresh or chilled, whole, \$3-7 | GB . 6 | FR . 3 | BE . 2 | 1.1 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & H K \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040410) Whey, \$0-0 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 194.0 |


|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | AE $24.7$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$6-10 | $\begin{aligned} & \text { AE } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 7.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.4 \end{aligned}$ | 51.0 |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | $\begin{aligned} & \text { VN } \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 47.7 \end{aligned}$ | $\begin{aligned} & C N \\ & 23 \end{aligned}$ | 219.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$19-36 | FR 12 | $\begin{aligned} & \text { EG } \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.6 \end{aligned}$ | 28.0 |
|  | (080120) Brazil nuts, fresh or dried, \$6-12 | CA 9 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1.8 \end{aligned}$ | 24.7 |
| Cereals | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 2.7 \end{aligned}$ | 88.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | $\begin{aligned} & \text { PL } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10 \end{aligned}$ | 64.9 |
|  | (110820) Inulin, \$2-7 | US 9.2 | $\begin{aligned} & \text { JP } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 3.1 \end{aligned}$ | 31.3 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0- $8$ | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | IT 3.2 | 50.3 |
|  | (120911) Seed, sugar beet, for sowing, \$12-60 | IT 8.8 | $\begin{aligned} & \mathrm{PL} \\ & 5.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
|  | (120922) Seed, clover, for sowing, \$2-5 | CA 4.8 | $\begin{aligned} & \text { DE } \\ & 4.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.9 \end{aligned}$ | 20.9 |
|  | (121291) Sugar beet, \$0-3 | LV 1.5 | $\begin{aligned} & \mathrm{HU} \\ & 1.3 \end{aligned}$ | SI . 9 | 4.4 |


| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$0-12 | $\begin{aligned} & \mathrm{DO} \\ & 22.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 3.7 \end{aligned}$ | 75.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (130231) Agar-agar, \$57-119 | DE . 5 | $\begin{aligned} & \text { KW } \\ & .4 \end{aligned}$ | JP . 2 | 2.0 |
| Animal,vegetable fats and oils, cleavage products, etc | (151930) Industrial fatty alcohols, \$0-1 | $\begin{aligned} & \mathrm{BE} \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 224.8 |
|  | (151913) Tall oil fatty acids, \$1-2 | KR 5.2 | $\begin{gathered} \mathrm{AU} \\ 3.2 \end{gathered}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 25.0 |
|  | (151912) Oleic acid, \$1-3 | $\begin{aligned} & \text { JP } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | ZA . 8 | 16.4 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-3 | CZ 3.3 | $\begin{aligned} & \text { GB } \\ & 2.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 1.3 \end{aligned}$ | 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, \$814 | $\begin{aligned} & \text { DE } \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.8 \end{aligned}$ | 85.8 |
|  | (160416) Anchovies, prepared or preserved, not minced, \$7-16 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 8.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 28.6 |
|  | (160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14 | $\begin{aligned} & \text { FR } \\ & 11.1 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.1 \end{aligned}$ | 22.4 |
|  | (160412) Herrings, prepared or preserved, not minced, \$3-6 | CZ 3.7 | $\begin{aligned} & \text { UA } \\ & 3.4 \end{aligned}$ | 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 confectionery | (170260) Fructose, syrup > 50\% fructose, not pure fructose, \$0-1 | US 4.1 | $\begin{aligned} & \text { PL } \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 1.8 \end{aligned}$ | 19.8 |
|  | (170210) Lactose and lactose syrup, \$5-11 | IE 6.8 | $\begin{aligned} & \text { US } \\ & 3.3 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.6 \end{aligned}$ | 19.4 |


|  | (170250) Fructose, chemically pure, \$0-4 | FR 1.7 | $\begin{aligned} & \text { US } \\ & 1.4 \end{aligned}$ | DE 1 | 9.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170240) Glucose including syrup of $20 \%-50 \%$ dry weight fructos, \$03 | 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 | $\begin{aligned} & \text { CA } \\ & 4.5 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 1.7 \end{aligned}$ | 17.4 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$2-4 | NL 3.5 | $\begin{aligned} & \text { FR } \\ & 1.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1.3 \end{aligned}$ | 8.7 |
| Residues, wastes of food industry, animal fodder | (230640) Rape or colza seed oilcake and other solid residues, \$0-0 | CN 89 | $\begin{aligned} & \text { TH } \\ & 58 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 38.4 \end{aligned}$ | 293.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |

## China, Macao SAR

## Basic statistics

| Current diversification (number of products) | 3,222 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,056 | Export opportunity in more complex products <br> (percentage) | 46 |
| Potential new products more complex than <br> the country's average | 2,932 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Plastics and articles thereof | 4 |
| Vehicles other than railway, tramway | 7 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Articles of iron or steel | 38 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 37 |
| China | 8 | Western Europe | 21 |
| Germany | 8 | Northern America | 14 |
| France | 5 | Southern Europe | 7 |
| Thailand | 4 | Eastern Europe | 7 |
| Italy | 4 | Northern Europe | 7 |
| Canada | 3 | South America | 3 |
| India | 3 |  |  |
| Japan | 3 |  |  |
| United Kingdom | 3 |  |  |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |
| P |  |  |  |

## 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 |


| Cereals | 17 |
| :--- | :--- | :--- |
| Dairy products, eggs, honey, edible animal product nes | 13 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | 8 |
| Animal,vegetable fats and oils, cleavage products, etc | 7 |
| Vegetable, fruit, nut, etc food preparations | 5 |
| Meat, fish and seafood food preparations nes | 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 nes | 1 |
| Sum others with smaller share | 4 |
|  | 2 |

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 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & V N \\ & 183.7 \end{aligned}$ | US $113.6$ | FR 60.5 | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
|  | (285100) <br> Inorganic compounds,liquid/compressed air, amalgams ne, \$2-35 | US $416.3$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | JP 14.9 | 491.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$10186469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |


|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | BE $188.6$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300630) Opacifying preparations, xray, diagnostic reagents, \$64-342 | $\begin{aligned} & \text { CN } \\ & 114.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 51.9 \end{aligned}$ | JP 30 | 303.5 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261599 | $\begin{aligned} & \text { US } \\ & 93.2 \end{aligned}$ | SE $36.9$ | $\begin{aligned} & \mathrm{CN} \\ & 32.2 \end{aligned}$ | 260.5 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL $88.1$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, -6,6, - } \\ & 6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1818.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | PL 80.6 | 711.8 |


|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847710) Injection-moulding machines for rubber or plastic, \$10602-90066 | $\begin{aligned} & \text { FR } \\ & 109.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 106.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 63.6 \end{aligned}$ | 666.6 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 110.9 \end{aligned}$ | ES 66 | 568.4 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
| Vehicles other than railway, tramway | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \mathrm{PH} \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |


| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (901819) <br> Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$0-7 | $\begin{aligned} & \text { FR } \\ & 590.9 \end{aligned}$ | IT $288.8$ | $\begin{aligned} & \text { DE } \\ & 258.9 \end{aligned}$ | 1625.0 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030721) Scallops, live, fresh or chilled, \$8-23 | HK 20.1 | US 9.4 | IT 2.1 | 41.7 |



|  | (081320) Prunes, dried, \$2-6 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | 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 $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100510) Maize (corn) seed, \$2-6 | $\begin{aligned} & \mathrm{HU} \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 20.2 \end{aligned}$ | 244.7 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \text { CN } \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & V N \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
|  | (110812) Maize (corn) starch, \$01 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | US 17.8 | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |




|  | (230310) Residues of starch <br> manufacture and similar residues, <br> \$0-1 | EG <br> 83.8 | CL <br> 12.1 | RU <br> 11.7 | 143.2 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (230690) Vegetable oil-cake and <br> other solid residues nes, \$0-5 | YE 25.9 | IN <br> 14.2 | MY <br> 13.8 | 70.6 |
|  | (230890) Vegetable wastes and <br> residues nes for animal feed, \$0-2 | NO <br> 14.4 | TH 6.5 | CN <br> 6.2 | 60.1 |
|  | (230890) Vegetable wastes and <br> residues nes for animal feed, \$0-0 | MA <br> 13.4 | AF 7.7 | KH 4.5 | 55.4 |

## Christmas Isds

## Basic statistics

| Current diversification (number of products) | 259 | Potential new products more complex <br> (percentage) | 65 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,405 | Export opportunity in more complex products <br> (percentage) | 27 |
| Potential new products more complex than <br> the country's average | 1,558 | Import replacement opportunity in more <br> 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 | 8 |
| 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 | 4 |
| Pharmaceutical products | 2 |
| Sum of others with smaller share | 2 |
|  | 44 |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 17 | Asia | 35 |
| China | 7 | Northern America | 19 |
| France | 7 | Western Europe | 18 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Japan | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Italy | 3 |  |  |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| Dairy products, eggs, honey, edible animal product nes | 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 nes | 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, oleagic fruits, grain, seed, fruit, etc, nes | 2 |
| Lac, gums, resins, vegetable saps and extracts nes | 1 |
| Sum others with smaller share | 2 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 18 | Asia | 31 |
| United Kingdom | 7 | Northern America | 20 |
| Russian Federation | 7 | Western Europe | 17 |
| France | 6 | Eastern Europe | 12 |


| 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, \$25326 | US 658.4 | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (293359) Hetercyclic compounds with pyrimidine ring nes, \$34-398 | $\begin{aligned} & \text { DE } \\ & 88.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.3 \end{aligned}$ | 450.0 |
|  | (293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15 | $\begin{aligned} & \text { BR } \\ & 133.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 83.1 \end{aligned}$ | 421.9 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring, nes, \$0-25 | $\begin{aligned} & \mathrm{NL} \\ & 92.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 61.6 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 27.4 \end{aligned}$ | 279.3 |
| Pharmaceutical products | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \mathrm{RU} \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |


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


| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | $\begin{aligned} & \text { US } \\ & 1437.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | $\begin{aligned} & \text { FR } \\ & 152.3 \end{aligned}$ | JP $127.8$ | $\begin{aligned} & \text { ES } \\ & 99.3 \end{aligned}$ | 589.3 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | JP $110.2$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | JP $207.4$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | US $260.1$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | 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 $630.6$ | $\begin{aligned} & \text { JP } \\ & 52.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 24.5 \end{aligned}$ | 809.8 |
|  | (620293) Womens, girls anoraks etc of manmade fibres, not knit, \$0-19 | $\begin{aligned} & \text { US } \\ & 270.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 69.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 19.1 \end{aligned}$ | 418.4 |
|  | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \text { RU } \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | JP $61.6$ | 316.1 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | ES $87.3$ | $\begin{aligned} & \mathrm{RU} \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |


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


| (901920) Therapeutic respiration apparatus, \$33-137 | US $468.3$ | $\begin{aligned} & \mathrm{NL} \\ & 40.5 \end{aligned}$ | TH 25 | 761.2 |
| :---: | :---: | :---: | :---: | :---: |
| (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 15.5 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.3 \end{aligned}$ | 57.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 3.3 \end{aligned}$ | 56.6 |
| Edible vegetables and certain roots and tubers | (070200) Tomatoes, fresh or chilled, \$02 | $\begin{aligned} & R U \\ & 102.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 61.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.4 \end{aligned}$ | 458.4 |
|  | (070490) Edible brassicas nes, fresh or chilled, \$0-2 | $\begin{aligned} & \text { US } \\ & 38.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 33.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 25 \end{aligned}$ | 248.5 |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |


|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \mathrm{PL} \\ & 6.6 \end{aligned}$ | 52.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 30.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US $947.3$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34 \end{aligned}$ | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080290) Nuts edible, fresh or dried, nes, \$4-20 | $\begin{aligned} & \text { CN } \\ & 269.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 84.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 53.2 \end{aligned}$ | 496.0 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$2-11 | $\begin{aligned} & \text { RU } \\ & 25.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 6.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 3.5 \end{aligned}$ | 68.2 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$6-139 | NL 4.9 | JP 4.6 | $\begin{aligned} & \mathrm{AU} \\ & 3.8 \end{aligned}$ | 35.3 |
|  | (120750) Mustard seeds, \$0-3 | JP 4.3 | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 2.6 \end{aligned}$ | 18.1 |
|  | (120810) Soya bean flour or meal, \$0-3 | $\begin{aligned} & \mathrm{AU} \\ & 3.7 \end{aligned}$ | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |


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



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

## Cocos Isds

## Basic statistics

| Current diversification (number of products) | 324 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,378 | Export opportunity in more complex products <br> (percentage) | 31 |
| Potential new products more complex than <br> the country's average | 2,448 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 19 |
| China | 6 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Japan | 4 | South America | 3 |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 28 |  |  |

## 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 | 22 |
| Cereal, flour, starch, milk preparations and products | 15 |


| 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 |


| France | 6 | Northern Europe | 11 |
| :--- | :--- | :--- | :--- |
| Japan | 4 |  | Southern Europe |
| Netherlands | 4 | 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 <br> 671.9 | ES 265 | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (293100) Organo-inorganic compounds, nes, \$3-18 | $\begin{aligned} & \text { BR } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 31.3 \end{aligned}$ | 593.9 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & C N \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity <br> $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |


|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \mathrm{IN} \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$16-47 | US <br> 1437.8 | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | KR 81.7 | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |




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

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 (USD million) |  | markets | 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 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & C N \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & R U \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \mathrm{CN} \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |
|  | (051199) Animal products and domestic animal carcass (nonfood, \$1-24 | $\begin{aligned} & \mathrm{CL} \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.8 \end{aligned}$ | $\begin{aligned} & \text { PY } \\ & 10.9 \end{aligned}$ | 103.0 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | US 2.3 | KR 2.2 | 30.1 |


| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US <br> 947.3 | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$0-1 | $\begin{aligned} & \text { FR } \\ & 54.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 22.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.7 \end{aligned}$ | 127.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
|  |  | DE 9.7 | BE 6.1 | NL 5.3 | 56.1 |
|  | (110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$313 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | SG 5.6 | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |


|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{gathered} \text { GB } \\ 3.2 \end{gathered}$ | 34.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (130231) Agar-agar, \$16-57 | TH 8.9 | IN 2.1 | $\begin{aligned} & \text { VN } \\ & 1.6 \end{aligned}$ | 21.1 |
| Animal,vegetable fats and oils, cleavage products, etc | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$36 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \text { AU } \\ & 22.8 \end{aligned}$ | 256.9 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & V N \\ & 27.3 \end{aligned}$ | 328.1 |


|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | SA 8.2 | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |
|  | (170410) Chewing gum <br> containing sugar, except <br> medicinal, $\$ 2-10$  | $\begin{aligned} & \mathrm{AE} \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE <br> 137.6 | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO $181.1$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & D E \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |


|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | IE 41.2 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$02 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & S A \\ & 15.7 \end{aligned}$ | 156.8 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | PL 5.6 | 145.1 |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,605 | Export opportunity in more complex products <br> (percentage) | 49 |
| Potential new products more complex than <br> the country's average | 2,148 | Import replacement opportunity in more <br> 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 | 5 |
| Pharmaceutical products | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Miscellaneous chemical products | 4 |
| Meat and edible meat offal | 5 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Nickel and articles thereof | 3 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 40 |
| China | 11 | Western Europe | 19 |
| France | 6 | Northern America | 13 |
| Germany | 6 | Southern Europe | 8 |
| Italy | 4 | Eastern Europe | 7 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 3 | South America | 3 |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 27 |  |  |
| Pr |  |  |  |


| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 40 |
| China | 11 | Western Europe | 19 |
| France | 6 | Northern America | 13 |
| Germany | 6 | Southern Europe | 8 |
| Italy | 4 | Eastern Europe | 7 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 3 | South America | 3 |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 27 |  |  |

## 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 product nes | 10 |


| 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
By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 25 | Asia | 44 |
| Germany | 7 | Western Europe | 19 |
| France | 5 | Northern Europe | 10 |
| Viet Nam | 4 | Eastern Europe | 6 |
| USA | 4 | Northern America | 6 |


| United Kingdom | 4 |
| :--- | :--- |
| Japan | 4 |
| Netherlands | 3 |
| Others | 23 |


| Southern 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 |  |
| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$2-3 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Inorganic chemicals,precious metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE $668.9$ | $\begin{aligned} & \text { CN } \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |


|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | FR 74.8 | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.2 \end{aligned}$ | 271.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660 | IE <br> 383.8 | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | $\begin{aligned} & \text { US } \\ & 1677.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300290) Blood, toxins, cultures, medical use, nes, \$1702-2452 | $\begin{aligned} & R U \\ & 606.7 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 305.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 270.6 \end{aligned}$ | 2090.5 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$64342 | $\begin{aligned} & \text { CN } \\ & 114.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 51.9 \end{aligned}$ | JP 30 | 303.5 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | NL $171.6$ | 1825.6 |


|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (381512) Supported catalysts, precious metal based, \$204-452 | $\begin{aligned} & \text { CZ } \\ & 229.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 130.1 \end{aligned}$ | DE 65 | 701.5 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$1736 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
| Iron and steel | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width >600mm, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | FR 263 | IT 60.8 | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \mathrm{CN} \\ & 985.7 \end{aligned}$ | US $879.2$ | $\begin{aligned} & \text { DE } \\ & 461.3 \end{aligned}$ | 3935.8 |
|  | (750512) Bars, rods and profiles, nickel alloy, \$23-60 | $\begin{aligned} & \mathrm{CN} \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 64.8 \end{aligned}$ | 363.5 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | ID 40.5 | $\begin{aligned} & \mathrm{CN} \\ & 22.4 \end{aligned}$ | 176.1 |
|  | (750712) Tubes and pipe, nickel alloy, \$0-27 | IT 27.1 | $\begin{aligned} & \mathrm{KR} \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.6 \end{aligned}$ | 132.8 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \left(\begin{array}{ll}\text { (750522) Wire, nickel alloy, \$24-75 }\end{array}\right. & \text { SA 33.3 } & \text { VN 12 } & \text { CN } \\ 11.9\end{array}\right)$

|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE <br> 79.7 | 886.2 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902111) Artificial joints, \$1061- <br> 2135 | FR <br> 315.8 | CH <br> 165.9 | GB <br> 101.2 | 809.7 |
|  | (903140) Optical instruments and <br> appliances, nes, \$0-191 | CN | SG | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$01 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Fish, $\quad$ crustaceans,molluscs,invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | Fl 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |


|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 1.5 \end{aligned}$ | 43.5 |
| Dairy products, eggs, honey, edible animal product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < $6 \%$ fa, $\$ 1-3$ | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & M Y \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
|  | (110811) Wheat, starch, \$0-0 | NL 19.2 | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | DE 8.5 | 58.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 3.1 \end{gathered}$ | 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 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151911) Stearic acid, \$0-2 | PL 13.6 | $\begin{aligned} & \text { CA } \\ & 12.2 \end{aligned}$ | BE 5.6 | 45.0 |




| (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
| :---: | :---: | :---: | :---: | :---: |
| (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
| (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |

## Comoros

## Basic statistics

| Current diversification (number of products) | 322 | Potential new products more complex <br> (percentage) | 67 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,806 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 1,874 | Import replacement opportunity in more <br> 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 35 |
| France | 8 | Western Europe | 20 |
| Germany | 5 | Northern America | 17 |
| China | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Russian Federation | 3 | South America | 3 |
| Japan | 3 |  |  |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| Cereal, flour, starch, milk preparations and products | 11 |
| :--- | :--- | :--- | :--- |
| Dairy products, eggs, honey, edible animal product nes | 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 nes | 3 |
| Live trees, plants, bulbs, roots, cut flowers etc | 3 |
| Oil seed, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 32 |
| France | 9 | Western Europe | 21 |
| United Kingdom | 8 | Northern America | 14 |
| Germany | 5 | Northern Europe | 13 |
| China, Hong Kong SAR | 4 | Eastern Europe | 8 |


| Japan | 4 |
| :--- | :--- |
| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$25-326 | US $658.4$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15 | $\begin{aligned} & \text { BR } \\ & 133.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 83.1 \end{aligned}$ | 421.9 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \text { CN } \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |


|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper \&paperboard,articles of pulp,paper andboard | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | IN $372.1$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | ne, \$2-9 | US $107.5$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 28.6 \end{aligned}$ | 417.5 |
| Articles of apparel, accessories, knit or crochet | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \mathrm{KR} \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (611010) Pullovers, cardigans etc of wool or hair, knit, \$64-126 | $\begin{aligned} & \text { GB } \\ & 122.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.5 \end{aligned}$ | 246.2 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \mathrm{JP} \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |


| Articles of apparel, accessories, not knit or crochet | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | US $110.3$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
|  | (620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24 | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 42.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | 254.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |


|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
|  | (842720) Self-propelled works trucks, nonelectric, \$12020-40163 | $\begin{aligned} & \text { RU } \\ & 204.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 73.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 53.6 \end{aligned}$ | 684.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | $\begin{aligned} & \text { US } \\ & 445.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |


| (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |
| :---: | :---: | :---: | :---: | :---: |
| (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 57.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
|  | (071022) Beans, frozen, uncooked steamed or boiled, \$0-2 | $\begin{aligned} & \text { DE } \\ & 3.7 \end{aligned}$ | IT 2.4 | BE 2 | 18.3 |




|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 27 \end{aligned}$ | 202.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { NE } \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
| Residues, wastes of food industry, animal fodder | (230910) Dog or cat food (retail), \$0-1 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.5 \end{aligned}$ | 480.5 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |

## Congo

## Basic statistics

| Current diversification (number of products) | 1,681 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,911 | Export opportunity in more complex products <br> (percentage) | 41 |
| Potential new products more complex than <br> the country's average | 2,942 | Import replacement opportunity in more <br> 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 | 8 |
| Electrical, electronic equipment | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Iron and steel | 5 |
| Organic chemicals | 3 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Miscellaneous chemical products | 3 |
| Vehicles other than railway, tramway | 3 |
| Articles of iron or steel | 31 |
| Sum of others with smaller share | 3 |
|  |  |

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 | 28 |
| Others |  |

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 product nes | 18 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 37 |
| China | 10 | Western Europe | 20 |
| Germany | 9 | Northern America | 12 |


| 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 $646.9$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |



| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | CA $3149.7$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (842952) Shovels and excavators with revolving superstructure, \$3626986767 | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | US 867.9 | $\begin{aligned} & R U \\ & 663.9 \end{aligned}$ | 3641.9 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |


|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | FR 98.9 | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 116.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Vehicles other than railway, tramway | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, $\$ 16515-95900$ | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & D E \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.4 \end{aligned}$ | 533.2 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$02 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020621) Bovine tongues, frozen, \$2-5 | $\begin{aligned} & \text { HK } \\ & 22.8 \end{aligned}$ | ID 1.4 | NL 1 | 28.5 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |


|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US $191.6$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080520) Mandarin, clementine \& citrus hybrids, fresh or dried, \$0-1 | $\begin{aligned} & \text { RU } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 79.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.9 \end{aligned}$ | 243.7 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & C N \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100200) Rye, \$0-1 | US <br> 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 $741.5$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 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 <br> sowing nes, \$1-7 | NL 4.6 | DE 3.6 | PL 2.8 | 32.1 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Animal, vegetable fats and <br> oils, cleavage products, etc | (151800) Processed animal, <br> vegetable oils, industrial preps ne, <br> \$0-4 | SG |  |  |  |



|  | ```(200210) \\ Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2``` | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 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, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
| Miscellaneous ediblepreparations | (210110) Coffee extracts, <br> essences, concentrates, <br> preparations, $\$ 14-28$ | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | UZ 9.4 | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | IT 10.8 | AT 3.3 | 72.2 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2 | $\begin{aligned} & \text { FR } \\ & 32.4 \end{aligned}$ | AT 8 | NL 2.7 | 63.7 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \text { RU } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220850) Gin and Geneva, \$0-7 | $\begin{aligned} & \text { FR } \\ & 37.1 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 12.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.9 \end{aligned}$ | 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 | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
|  | (230990) Animal feed preparations nes, $\$ 13-36$ | $\begin{aligned} & \text { ES } \\ & 16.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 4.5 \end{aligned}$ | BR 3 | 38.4 |

## Cook Isds

## Basic statistics

| Current diversification (number of products) | 278 | Potential new products more complex <br> (percentage) | 67 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,536 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 1,699 | Import replacement opportunity in more <br> 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 | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 16 | Asia | 33 |
| France | 8 | Western Europe | 20 |
| China | 7 | Northern America | 19 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 6 |
| Thailand | 3 | Northern Europe | 6 |
| Italy | 3 | South America | 3 |
| Canada | 3 |  |  |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 27 |  |  |

## 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 |
| Cereal, flour, starch, milk preparations and products | 12 |


| 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 | 2 |
| Sum of others with smaller share | 2 |
| Meat and edible meat offal | 2 |
| Oeed, oleagic fruits, grain, seed, fruit, etc, nes | 2 |
|  | 2 |

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 |


| Germany | 4 |
| :--- | :--- |
| Netherlands | 4 |
| United Arab Emirates | 4 |
| Japan | 4 |
| China | 4 |
| Others | 22 |


| Northern 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$25326 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 3812.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 142.8 \end{aligned}$ | 5488.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |


|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \&paperboard,articles of pulp,paper andboard | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | US <br> 1437.8 | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | $\begin{aligned} & \text { FR } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 127.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 99.3 \end{aligned}$ | 589.3 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |


| Articles of apparel, accessories, not knit or crochet | (620293) Womens, girls anoraks etc of manmade fibres, not knit, \$0-19 | US $270.8$ | $\begin{aligned} & \text { RU } \\ & 69.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 19.1 \end{aligned}$ | 418.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \text { RU } \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
| Pearls, precious stones, metals, coins, etc | (711319) Jewellery and parts of precious metal except silver, \$0-2099 | $\begin{aligned} & C N \\ & 2053.8 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 30.8 \end{aligned}$ | $\begin{aligned} & \text { AW } \\ & 26.2 \end{aligned}$ | 2183.0 |
|  | (711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273 | $\begin{aligned} & \text { IT } \\ & 930.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 166.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 103.4 \end{aligned}$ | 1519.7 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$0-514 | $\begin{aligned} & \text { US } \\ & 295.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 237.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 46.2 \end{aligned}$ | 651.2 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$514-2422 | $\begin{aligned} & H K \\ & 169.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 81.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.1 \end{aligned}$ | 514.4 |
|  | (710692) Silver semi-manufactured including gold/platinum plat, \$130-549 | $\begin{aligned} & \text { GB } \\ & 125.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 104.8 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 88.3 \end{aligned}$ | 500.3 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |


|  | (730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901819) Electro-diagnostic apparatus, nes, \$065 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |


| (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & N L \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
| :---: | :---: | :---: | :---: | :---: |
| (902750) Instruments nes using optical radiations, \$304-5957 | $\begin{aligned} & \text { CN } \\ & 561.8 \end{aligned}$ | US <br> 80.9 | $\begin{aligned} & \text { SG } \\ & 42.1 \end{aligned}$ | 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 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | VN $39.3$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030613) Shrimps and prawns, frozen, \$6-12 | $\begin{aligned} & \text { CN } \\ & 370.9 \end{aligned}$ | US $205.9$ | $\begin{aligned} & \text { EG } \\ & 160.6 \end{aligned}$ | 1055.5 |
|  | (030490) Fish meat \& mince, except liver, roe \& fillets, froze, \$2-8 | $\begin{aligned} & \text { TH } \\ & 80.1 \end{aligned}$ | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 290.0 |
|  | (030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9 | ES 5 | IT 4.5 | $\begin{aligned} & \mathrm{NL} \\ & 2.7 \end{aligned}$ | 25.5 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |





| Tobacco and <br> manufactured tobacco <br> substitutes | (240210)Cigars, cheroots and <br> cigarillos, containing tobacco, $\$ 51-173$ | 1071.6 | 81.9 | 20.6 | 1216.1 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Costa Rica

## Basic statistics

| Current diversification (number of products) | 6,110 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,458 | Export opportunity in more complex products <br> (percentage) | 66 |
| Potential new products more complex than <br> the country's average | 2,705 | Import replacement opportunity in more <br> 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 | 7 |
| Organic chemicals | 4 |
| Electrical, electronic equipment | 2 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Optical, photo, technical, medical, etc apparatus |  |
| 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 | By regions |  |  |
| :--- | :--- | :--- | :--- |
| Country | Percent | Region | Percent |
| China | 33 | Asia | 54 |
| USA | 4 | Western Europe | 14 |
| Germany | 4 | Northern America | 9 |
| France | Northern Europe | 6 |  |
| Thailand | 3 | Southern Europe | 5 |
| United Kingdom | 3 | Eastern Europe | 5 |
| Rep. of Korea | 3 |  |  |
| Others | 22 |  |  |

## 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 product nes | 7 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 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 |
| 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 | $\begin{aligned} & C N \\ & 70832.8 \end{aligned}$ | JP $802.6$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | JP <br> 108.4 | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | KR 828.6 | JP $303.3$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | JP $115.3$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (283620) Disodium carbonate, \$0-0 | TH 116.8 | $\begin{aligned} & \text { KR } \\ & 58.3 \end{aligned}$ | BR 47.2 | 633.9 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | DE 165.8 | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |


|  | (290220) Benzene, \$0-13 | BE 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$278-660 | IE 383.8 | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
| Plastics and articles thereof | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | FR 37.3 | 497.8 |
|  | (390330) Acrylonitrile-butadienestyrene (ABS) copolymers, \$0-1 | TR 118.8 | $\begin{aligned} & \text { MY } \\ & 69.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 24.2 \end{aligned}$ | 290.9 |
|  | (390791) Polyesters nes, unsaturated, in primary forms, \$0-2 | FR 51.2 | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | DE 32.4 | 230.8 |
|  | (390311) Polystyrene, expansible in primary forms, \$0-1 | IT 50.9 | $\begin{aligned} & \mathrm{RO} \\ & 50.2 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 21.5 \end{aligned}$ | 228.9 |
|  | (390220) Polyisobutylene in primary forms, \$0-1 | FR 153.9 | $\begin{aligned} & \text { SG } \\ & 13.4 \end{aligned}$ | CN 8.8 | 216.2 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | FR 787.5 | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | TH 391.9 | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, $\$ 1$ 2 | RS 236.9 | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | LK 128.4 | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 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 <br> diameter $>406 \mathrm{~mm}, \$ 1-4$ | GB 50.7 | $\begin{aligned} & \mathrm{NO} \\ & 43.2 \end{aligned}$ | ID 28 | 263.9 |
| Machinery \& mech appliance etc | (841191) Parts of turbo-jet or turbopropeller engines, $\$ 1950-4416$ | ES 335.1 | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | ES 609.7 | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | FR 210.7 | RU $148.3$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (848350) Flywheels and pulleys including pulley blocks, \$0-11 | US <br> 578.1 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
|  | (850910) Domestic vacuum cleaners, \$158-297 | AU 170 | $\begin{aligned} & \text { IT } \\ & 93.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 34.9 \end{aligned}$ | 486.6 |


| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \text { RU } \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | ES 418.7 | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (903140) Optical instruments and appliances, nes, \$0-191 | $\begin{aligned} & \mathrm{CN} \\ & 437.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 38.4 \end{aligned}$ | MY 12 | 523.8 |
|  | (900211) Objective lenses for cameras, projectors, etc, \$222-712 | $\begin{aligned} & \text { VN } \\ & 146.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 124 \end{aligned}$ | DE 40.6 | 448.5 |
|  | (902219) Non-medical X-ray equipment, \$11306-42823 | JP 65.5 | $\begin{aligned} & \text { US } \\ & 51.8 \end{aligned}$ | FR 39.5 | 415.8 |
|  | (902830) Electricity supply, production and calibrating meters, \$0-60 | US <br> 104.1 | $\begin{aligned} & \text { IT } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 43.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |


|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$13 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (020900) Pig and poultry fat, unrendered, \$0-0 | CZ 4.9 | SK 4.5 | $\begin{aligned} & \text { GB } \\ & 4.2 \end{aligned}$ | 30.4 |
| Fish, $\quad$ crustaceans, molluscs, invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \text { HK } \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040130) Milk and cream not concentrated nor sweetened < $6 \%$ fa, \$1-3 | $\begin{aligned} & C N \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |


|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | US 8.2 | SA 5.5 | 60.6 |
|  | (081320) Prunes, dried, \$2-6 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \mathrm{DO} \\ & 6.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110811) Wheat, starch, \$0-0 | NL 19.2 | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | DE 8.5 | 58.6 |


|  | (110812) Maize (corn) starch, \$01 | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 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 <br> 144.6 | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & C N \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | Fl 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |




## Croatia

## Basic statistics

| Current diversification (number of products) | 11,566 | Potential new products more complex <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,598 | Export opportunity in more complex products <br> (percentage) | 70 |
| Potential new products more complex than <br> the country's average | 1,316 | Import replacement opportunity in more <br> 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 | 5 |
| Iron and steel | 5 |
| Copper and articles thereof | 6 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 37 |
| China | 10 | Western Europe | 19 |
| United Kingdom | 6 | Northern America | 19 |
| France | 6 | Northern Europe | 8 |
| Germany | 6 | Southern Europe | 6 |
| India | 4 | Eastern Europe | 5 |
| Italy | 3 | South America | 3 |
| P |  |  |  |

## 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 product nes | 23 |
| Animal,vegetable fats and oils, cleavage products, etc | 14 |
| Meat and edible meat offal | 8 |


| 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 | 5 |
| Rep. of Korea | 5 |
| Canada | 3 |
| France | 3 |
| Japan | 14 |
| Others |  |

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 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 17.9 \end{aligned}$ | MY 7.2 | 101.8 |
| Organic chemicals | (290122) Propene (propylene), \$0-7 | US <br> 191.3 | FR 152 | SK 97.5 | 645.0 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | VN $113.7$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167 | $\begin{aligned} & \text { BR } \\ & 173.2 \end{aligned}$ | DE 51.4 | $\begin{aligned} & \mathrm{CH} \\ & 48.1 \end{aligned}$ | 395.0 |
|  | (290711) Phenol (hdroxybenzene), salts, $\$ 1-17$ | $\begin{aligned} & \mathrm{NL} \\ & 228.3 \end{aligned}$ | PL 14.8 | FR 12.4 | 312.2 |
|  | (293090) Organo-sulphur compounds, nes, \$0-4 | IN 93.2 | FR 57 | $\begin{aligned} & \text { US } \\ & 56.7 \end{aligned}$ | 308.3 |
| Pharmaceutical products | (300220) Vaccines, human use, \$2379-9410 | US <br> 3300.4 | $\begin{aligned} & \text { GB } \\ & 1484.6 \end{aligned}$ | CN 890 | 6344.2 |


|  | (300439) Hormones nes, except contraceptives, in dosage, \$5051158 | US <br> 844.6 | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 321.4 \end{aligned}$ | 2570.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | FR 95.3 | US $54.2$ | 684.6 |
|  | (300660) Contraceptive preps based on hormones or spermicides, \$55-277 | IT 33.1 | $\begin{aligned} & \text { RU } \\ & 30.4 \end{aligned}$ | ZA 12 | 192.5 |
|  | (300660) Contraceptive preps based on hormones or spermicides, \$277-610 | $\begin{aligned} & \text { GB } \\ & 45.3 \end{aligned}$ | DE 44.5 | $\begin{aligned} & \mathrm{HU} \\ & 18.7 \end{aligned}$ | 191.2 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$28-61 | US $120.8$ | $\begin{aligned} & R U \\ & 118.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 53.5 \end{aligned}$ | FR 4.4 | IN 3.4 | 74.6 |
| Iron and steel | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN 655.6 | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | TR 34.9 | 447.2 |
|  | (720821) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | SA 90.4 | JP 56 | TR 40.9 | 438.8 |
|  | (721039) Flat rolled iron or nonalloy steel, electro plate/zinc,w $>600 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { CN } \\ & 152.9 \end{aligned}$ | PL 29.7 | IN 18.5 | 317.5 |



|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (853630) Electrical circuit protectors nes for < 1,000 volts, \$242-307 | $\begin{aligned} & \mathrm{CN} \\ & 141.6 \end{aligned}$ | JP 52.4 | FR 9.6 | 219.1 |
|  | (850153) AC motors, multi-phase, of an output > $75 \mathrm{~kW}, \$ 0-1991$ | $\begin{aligned} & \text { US } \\ & 91.6 \end{aligned}$ | NL 35.2 | BE 18.3 | 199.6 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$87805173310 | PK 39.5 | IT 12.3 | $\begin{aligned} & \text { GB } \\ & 11.3 \end{aligned}$ | 145.4 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870130) Track-laying tractors (crawlers), \$10200-147074 | US 494.9 | FR 9.5 | ET 6.5 | 540.3 |
|  | (870490) Trucks nes, \$446430112 | GB 149 | $\begin{aligned} & \mathrm{RO} \\ & 18.4 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 17.5 \end{aligned}$ | 300.6 |
|  | (870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331 | $\begin{aligned} & \text { US } \\ & 198.4 \end{aligned}$ | SE 10.8 | NO 8.1 | 248.5 |
|  | (871150) Motorcycles, spark ignition engine of > 800 cc , \$11548-21728 | $\begin{aligned} & \text { GB } \\ & 47.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 45.4 \end{aligned}$ | DE 42.1 | 240.2 |
| Optical, photo, technical, medical, etc apparatus | (902111) Artificial joints, \$10612135 | $\begin{aligned} & \text { FR } \\ & 315.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 165.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 101.2 \end{aligned}$ | 809.7 |
|  | (901380) Optical devices, appliances and instruments, nes, \$0-10 | $\begin{aligned} & \mathrm{HK} \\ & 677.7 \end{aligned}$ | US 11 | MY 7.6 | 698.3 |
|  | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & \text { RU } \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (901320) Lasers, other than laser diodes, \$5888-14524 | US $378.7$ | TH 10 | MY 8.9 | 408.6 |


| (901020) photographic \$189-17304 | Equipment for laboratories nes, | 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 |  |
| Live animals | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 0-62$ | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.1 \end{aligned}$ | 35.8 |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$4-8 | $\begin{aligned} & \mathrm{KR} \\ & 50.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.5 \end{aligned}$ | 71.1 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$01 | GB 4.1 | $\begin{aligned} & C L \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.3 \end{aligned}$ | 16.8 |
|  | (020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4 | GB 3.7 | $\begin{aligned} & \text { JP } \\ & 1.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 1.1 \end{aligned}$ | 13.7 |
|  | (020731) Fatty livers (geese,ducks) domestic fresh or chilled, $\$ 15-40$ | BE 3.9 | $\begin{aligned} & \text { ES } \\ & 1.2 \end{aligned}$ | DE .7 | 7.3 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030263) Coalfish, fresh or chilled, whole, \$0-1 | DK 8.1 | $\begin{aligned} & \text { PL } \\ & 3.3 \end{aligned}$ | DE . 5 | 12.9 |
|  | (030250) Cod, fresh or chilled, whole, \$0-5 | FR 3.5 | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | $\begin{gathered} \text { LV } \\ 1.5 \end{gathered}$ | 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 product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & H K \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040811) Egg yolks dried, \$4-6 | KR 2 | $\begin{aligned} & \text { DE } \\ & 1.4 \end{aligned}$ | SA . 5 | 9.2 |


|  | (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 | $\begin{aligned} & \mathrm{BE} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 5.3 \end{aligned}$ | 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 | $\begin{gathered} \text { GB } \\ 1.3 \end{gathered}$ | $\begin{aligned} & \text { PL } \\ & 1.1 \end{aligned}$ | 5.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080211) Almonds in shell fresh or dried, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 222.5 \end{aligned}$ | IN 75 | $\begin{aligned} & \text { AE } \\ & 15.2 \end{aligned}$ | 373.8 |
|  | (080250) Pistachios, fresh or dried, \$19-36 | FR 12 | $\begin{aligned} & \text { EG } \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.6 \end{aligned}$ | 28.0 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120923) Seed, fescue, for sowing, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 22.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & C A \\ & 3.2 \end{aligned}$ | 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 glycero, \$0-0 | $\begin{aligned} & \text { JP } \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 10.1 \end{aligned}$ | 90.8 |
|  | (151911) Stearic acid, \$0-2 | $\begin{aligned} & \text { PL } \\ & 13.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 12.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.6 \end{aligned}$ | 45.0 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$10-15 | PE 7.2 | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 28.1 |
|  | (150600) <br> Animal fats,oils,fractions not chemically modified ne, \$0-37 | CA 8.5 | $\begin{aligned} & \mathrm{KR} \\ & 2.5 \end{aligned}$ | PH . 8 | 15.4 |


|  | (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 | $\begin{aligned} & \mathrm{RO} \\ & 7.4 \end{aligned}$ | $\begin{aligned} & \mathrm{EE} \\ & 5.4 \end{aligned}$ | 31.3 |
|  | (160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14 | $\begin{aligned} & \text { FR } \\ & 11.1 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.1 \end{aligned}$ | 22.4 |
| Sugars and sugar confectionery | (170210) Lactose and lactose syrup, \$5-11 | IE 6.8 | $\begin{aligned} & \text { US } \\ & 3.3 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.6 \end{aligned}$ | 19.4 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$8-25 | TG 1.7 | CH 1 | KR . 2 | 3.7 |
|  | (170230) Glucose, glucose syrup <br> < 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 | $\begin{aligned} & \text { SE } \\ & 3.8 \end{aligned}$ | 22.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31 | Fl . 3 | CN 3 | JP . 1 | 1.0 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$5-10 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 6.1 \end{aligned}$ | 56.5 |
|  | (210410) Soups and broths and preparations thereof, \$16-36 | Fl . 8 | FR . 3 | $\begin{aligned} & \mathrm{MN} \\ & .1 \end{aligned}$ | 1.9 |

## Cuba

## Basic statistics

| Current diversification (number of products) | 933 | Potential new products more complex <br> (percentage) | 66 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,774 | Export opportunity in more complex products <br> (percentage) | 34 |
| Potential new products more complex than <br> the country's average | 2,489 | Import replacement opportunity in more <br> 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 | 7 |
| Organic chemicals | 6 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Articles of iron or steel | 3 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Vehicles other than railway, tramway | 3 |
| Miscellaneous chemical products | 39 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 14 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| Germany | 6 | Northern America | 17 |
| China | 5 | Eastern Europe | 7 |
| Thailand | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Italy | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Canada | 3 |  |  |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |


| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 14 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| Germany | 6 | Northern America | 17 |
| China | 5 | Eastern Europe | 7 |
| Thailand | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Italy | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Canada | 3 |  |  |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| 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 | 4 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 3 |
| Miscellaneous edible preparations | 8 |
| Sum of others with smaller share | 3 |
|  | 8 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 35 |
| United Kingdom | 8 | Western Europe | 19 |
| Japan | 7 | Northern America | 12 |


| 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 |  | SG <br> 1116.6 | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, $\$ 0-25$ | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |


|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$417 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$1736 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$11 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | BE $207.5$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |


|  | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width >600mm, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | CZ 37.6 | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | VN 65.1 | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |



|  | (871690) Trailer/nonmechanically propelled vehicle parts nes, \$0-3 | FR 141 | TR 52.4 | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (871200) Bicycles, other cycles, not motorized, \$495-1162 | $\begin{aligned} & \text { GB } \\ & 86.6 \end{aligned}$ | IT 29.2 | $\begin{aligned} & \mathrm{BE} \\ & 18.7 \end{aligned}$ | 218.8 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902111) Artificial joints, \$3461061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$10932367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | US $233.5$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | HK 9.6 | TH 2.5 | AT 2.3 | 20.6 |
| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes aquatic | (030614) Crabs, frozen, \$6-24 | $\begin{aligned} & \text { JP } \\ & 482.4 \end{aligned}$ | US $135.9$ | $\begin{aligned} & \text { VN } \\ & 23.7 \end{aligned}$ | 736.3 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |


|  | (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 | $\begin{aligned} & \mathrm{MO} \\ & 5.6 \end{aligned}$ | BE . 7 | AU 3 | 7.8 |
| Dairy products, eggs, honey, edible animal product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080940) Plums, sloes, fresh, \$02 | $\begin{aligned} & \mathrm{CN} \\ & 79.1 \end{aligned}$ | HK 77 | $\begin{aligned} & \text { KW } \\ & 3.4 \end{aligned}$ | 172.9 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline \text { Cereals } & \text { (100300) Barley, \$0-0 } & \text { CN } \\ \text { (102 }\end{array}\right)$


|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \mathrm{AE} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200210) whole/pieces, prepared/preserved, $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$12 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
| Miscellaneous edible preparations | (210210) Yeasts, active, \$0-2 | $\begin{aligned} & \text { FR } \\ & 36.5 \end{aligned}$ | US <br> 11.2 | $\begin{aligned} & \text { MA } \\ & 7.4 \end{aligned}$ | 115.7 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | UZ 9.4 | 94.9 |
|  | (210500) Ice cream and other edible ice, \$5-10 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | NL 8.9 | HK 6.1 | 56.5 |


|  | (210120) Tea and mate extracts, <br> essences and concentrates, \$20- <br> 46 | NL <br> 36.9 | PH 3 | EC 2.6 | 53.3 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Beverages, spirits <br> vinegar | and | (220820) <br> distilling grape wine, grape marc, <br> \$0-7 | RU <br> 284.9 | FR <br> 72.9 | PH <br> 23.9 | 432.9 |
|  | $(220720)$ Ethyl alcohol and other <br> spirits, denatured, \$0-2 | AE <br> 91.8 | GB <br> 68.6 | DE <br> 57.3 | 390.9 |  |
|  |  |  |  |  |  |  |

## CuraÃ§ao

## Basic statistics

| Current diversification (number of products) | 2,014 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,450 | Export opportunity in more complex products <br> (percentage) | 53 |
| Potential new products more complex than <br> the country's average | 3,488 | Import replacement opportunity in more <br> 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 | 4 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| 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 product nes | 17 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 37 |
| Germany | 9 | Western Europe | 20 |
| China | 8 | Northern Europe | 14 |


| 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 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |


| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390760) Polyethylene terephthalate, in primary forms, \$0-1 | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | ES 42.3 | PK 40.5 | 711.8 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |
|  | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}$, $\mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |


|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN 655.6 | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | 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) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Aluminium and articles thereof | (760110) Aluminium unwrought, not alloyed, \$0-1 | $\begin{aligned} & \text { KR } \\ & 1632.1 \end{aligned}$ | JP $1575.9$ | $\begin{aligned} & \text { TR } \\ & 850.8 \end{aligned}$ | 4877.8 |
|  | (760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6 | $\begin{aligned} & \text { US } \\ & 360.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 110.3 \end{aligned}$ | BE 64.6 | 871.8 |
|  | (760711) Foil, aluminium, not backed, rolled but nfw, < 0.2mm, \$0-3 | US $138.7$ | FR 67.6 | $\begin{aligned} & \text { EG } \\ & 55.3 \end{aligned}$ | 511.8 |
|  | (761290) Aluminium casks, drums, boxes etc, capacity <300 litr, \$5-21 | GB 68 | AT 45.6 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | 407.1 |
|  | (760421) Profiles, hollow, aluminium, alloyed, \$0-4 | FR 44.4 | $\begin{aligned} & \text { DE } \\ & 32.8 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 21.4 \end{aligned}$ | 261.5 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | CA <br> 3149.7 | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (842952) Shovels and excavators with revolving superstructure, \$3626986767 | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | US $867.9$ | $\begin{aligned} & \text { RU } \\ & 663.9 \end{aligned}$ | 3641.9 |


|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841191) Parts of turbo-jet or turbopropeller engines, \$1950-4416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (850790) Parts of electric accumulators, including separators, \$542 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (852721) Radio receivers, external power,sound reproduce/recor, \$74238 | $\begin{aligned} & \text { US } \\ & 150.3 \end{aligned}$ | FR 125 | $\begin{aligned} & \text { RU } \\ & 93.9 \end{aligned}$ | 570.8 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & C N \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870190) Wheeled tractors nes, \$959247189 | DE 304 | $\begin{aligned} & \text { FR } \\ & 243.8 \end{aligned}$ | US 144.1 | 1308.8 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


|  | (901390) Parts and accessories of <br> optical appliances nes, \$683-1534 | CN <br> 1211.5 | KR 44 | GB <br> 17.3 | 1325.9 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902111) Artificial joints, \$346-1061 | US <br> 311.2 | CH <br> 261.6 | NL <br> 213.6 | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, <br> nes, \$0-65 | CN <br> 803.6 | BR <br> 131.9 | EG <br> 64.2 | 1051.3 |
|  | (902130) Artificial body parts, aids and <br> appliances, etc, \$1093-2367 | DE <br> 658.3 | JP <br> 115.7 | KR <br> 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 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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, <br> molluscs, aquatic <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |


|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{MO} \\ & 5.6 \end{aligned}$ | BE . 7 | AU 3 | 7.8 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \text { RU } \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |






## Cyprus

## Basic statistics

| Current diversification (number of products) | 6,943 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,261 | Export opportunity in more complex products <br> (percentage) | 60 |
| Potential new products more complex than <br> the country's average | 2,581 | Import replacement opportunity in more <br> 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 | 7 |
| Electrical, electronic equipment | 5 |
| Plastics and articles thereof | 4 |
| 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 | 3 |

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

By countries

| Country | Percent |
| :--- | :--- |
| USA | 12 |
| China | 9 |
| France | 7 |
| Germany | 4 |
| India | 4 |
| United Kingdom | 3 |
| Canada |  |


| 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 |


| 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 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |


|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$278-660 | IE $383.8$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$1289 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | VN 113.7 | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | ID 54.3 | 483.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$0-45 | MY 225 | $\begin{aligned} & \text { PH } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 37.9 \end{aligned}$ | 365.9 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |


|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & C N \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | FR 37.3 | 497.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (392119) Sheet etc, cellular of plastics nes, \$52-171 | US 262 | $\begin{aligned} & \text { KR } \\ & 63.9 \end{aligned}$ | FR 28.4 | 404.0 |
|  | (390930) Amino-resins nes, in primary forms, \$1-4 | $\begin{aligned} & \text { CA } \\ & 248.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 378.5 |
| Iron and steel | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & V N \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { AE } \\ & 106.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 80.3 \end{aligned}$ | 832.3 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | BE 92.6 | $\begin{aligned} & \text { TH } \\ & 89.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$12 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, $\$ 0-$ 1 | $\begin{aligned} & \mathrm{RU} \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730531) Steel pipesnes, <br> longitudinally <br> diameter $>406 \mathrm{~mm}, \$ 1-4$ | $\begin{aligned} & \text { GB } \\ & 50.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.2 \end{aligned}$ | ID 28 | 263.9 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$2-10 | KR 84.3 | $\begin{aligned} & \text { ID } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 25.5 \end{aligned}$ | 254.0 |
|  | (730449) Stainless steel pipe or tubing, except cold rolled, \$0-6 | FR 51.6 | $\begin{aligned} & \text { RU } \\ & 28.7 \end{aligned}$ | KR 27.5 | 210.2 |



|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$52514103973 | $\begin{aligned} & \text { GB } \\ & 577.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 173.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 145.2 \end{aligned}$ | 1180.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (902111) Artificial joints, \$10612135 | $\begin{aligned} & \text { FR } \\ & 315.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 165.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 101.2 \end{aligned}$ | 809.7 |
|  | (902730) Spectrometers, spectrophotometers, etc using light, $\$ 3396-16538$ | $\begin{aligned} & \text { CN } \\ & 200.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 193.6 \end{aligned}$ | IN 108 | 787.4 |
|  | (903140) Optical instruments and appliances, nes, \$0-191 | $\begin{aligned} & \mathrm{CN} \\ & 437.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 38.4 \end{aligned}$ | MY 12 | 523.8 |
|  | (901811) Electro-cardiographs, \$1100-2726 | US <br> 467.6 | $\begin{aligned} & \mathrm{HK} \\ & 12.7 \end{aligned}$ | NO 1.2 | 483.0 |
|  | (902830) Electricity supply, production and calibrating meters, \$0-60 | $\begin{aligned} & \text { US } \\ & 104.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 43.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | DE 405.1 | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except purebred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | HU 48 | 300.7 |
|  | (010119) Horses, live except pure-bred breeding, \$1127-15817 | NL 26 | $\begin{aligned} & \text { IT } \\ & 11.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 5.9 \end{aligned}$ | 61.7 |
| Meat and edible meat offal | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |


|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (021020) Bovine meat salted, dried or smoked, \$6-22 | ES 8.5 | IT 4.2 | $\begin{aligned} & \text { GB } \\ & 3.8 \end{aligned}$ | 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, <br> molluscs, aquatic <br> invertebrates nes  | (030614) Crabs, frozen, \$24-51 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | DE 2.9 | 167.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030541) Salmon, smoked, including fillets, \$0-12 | $\begin{aligned} & \text { GR } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.9 \end{aligned}$ | HK 6 | 39.4 |
|  | (030729) Scallops other than live, fresh or chilled, \$7-23 | $\begin{aligned} & \mathrm{MO} \\ & 5.6 \end{aligned}$ | BE . 7 | AU .3 | 7.8 |
| Dairy products, eggs, honey, edible animal product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \mathrm{PH} \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 194.0 |
|  | (040110) Milk not concentrated nor sweetened < 1\% fat, \$0-0 | IT 35.4 | $\begin{aligned} & \text { IE } \\ & 24.8 \end{aligned}$ | PH 4.7 | 79.9 |
|  | (040891) Eggs, bird, not in shell, dried, \$4-6 | DK 4.4 | $\begin{aligned} & \mathrm{AU} \\ & 3.7 \end{aligned}$ | ID 2.3 | 22.2 |
| Edible vegetables and certain roots and tubers | (070940) Celery, other than celeriac, fresh or chilled, \$1-3 | $\begin{aligned} & \text { CA } \\ & 108.9 \end{aligned}$ | HK 4.6 | DE 4.4 | 144.2 |


|  | (070420) Brussels sprouts, fresh or chilled, \$1-3 | $\begin{aligned} & \text { US } \\ & 62.5 \end{aligned}$ | CA 5 | DE 1.5 | 74.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
|  | (071220) Onions, dried, not further prepared, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | DE 7 | BE 3.8 | 42.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080232) Walnuts, fresh or dried, shelled, \$10-17 | DO . 9 | FR . 5 | CZ . 5 | 4.0 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \mathrm{DO} \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | BY 2.8 | ES 2.7 | 88.4 |
| Milling products, malt, starches, inulin, wheat | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 41.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |



|  | (200110) <br> prepared or preserved by vinegar, <br> $\$ 0-0$ | DK 5.6 | RO |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Czechia

## Basic statistics

| Current diversification (number of products) | 18,757 | Potential new products more complex <br> (percentage) | 85 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 380 | Export opportunity in more complex products <br> (percentage) | 71 |
| Potential new products more complex than <br> the country's average | 324 | Import replacement opportunity in more <br> 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 | 21 |
| Sum of others with smaller share | 4 |
|  |  |

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

By countries By regions

| 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 | 19 |
| Others |  |


| 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 product nes | 76 |


| 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, honey, edible product nes | eggs, animal |  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | HK $277.3$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  |  | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 194.0 |


| Inorganic chemicals, precious metal compound, isotopes | (283691) Lithium carbonates, \$011 | $\begin{aligned} & \mathrm{CN} \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 40.3 \end{aligned}$ | 222.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (283324) Nickel sulphates, \$0-3 | $\begin{aligned} & \mathrm{BE} \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 3.7 \end{aligned}$ | 61.8 |
|  | (285000) Hydrides, nitrides, azides, silicides and borides, \$113260 | $\begin{aligned} & \text { DE } \\ & 13.1 \end{aligned}$ | 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, \$16 | MY 4.6 | SG 2.9 | $\begin{aligned} & \text { PL } \\ & 1.2 \end{aligned}$ | 15.9 |
| Organic chemicals | (293219) Heterocyclic compounds with unfused furan ring, nes, \$0-20 | $\begin{aligned} & \mathrm{NL} \\ & 154.7 \end{aligned}$ | IT 27.9 | $\begin{aligned} & \text { GB } \\ & 18.8 \end{aligned}$ | 236.2 |
|  | (290810) Halogen derivs of phenols or phenol-alcohols, \& salts, \$0-6 | $\begin{aligned} & \mathrm{CN} \\ & 80.1 \end{aligned}$ | KR 21 | IN 6 | 115.6 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$2869 | $\begin{aligned} & \mathrm{NL} \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 22.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 5.3 \end{aligned}$ | 113.7 |
|  | (293090) Organo-sulphur compounds, nes, \$32-76 | $\begin{aligned} & \text { BR } \\ & 53.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.6 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 8.3 \end{aligned}$ | 91.3 |
|  | (291830) Carboxylic acids  <br> (aldehyde, ketone function), <br> derivs, $\$ 0-10$   | $\begin{aligned} & \text { FR } \\ & 16.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 12.8 \end{aligned}$ | 83.4 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$204-452 | $\begin{aligned} & C Z \\ & 229.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 130.1 \end{aligned}$ | $\begin{aligned} & \mathrm{DE} \\ & 65 \end{aligned}$ | 701.5 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 10.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 2.8 \end{aligned}$ | 49.2 |
|  | (380630) Ester gums, \$0-1 | FR 4.6 | BY 2 | NL 2 | 18.7 |


|  | (381010) Metal pickling preps, solder and brazing flux, etc., \$105302 | FI 1.7 | CN 1.1 | $\begin{aligned} & \text { SE } \\ & 1.1 \end{aligned}$ | 7.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380110) Artificial graphite, \$70281 | 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 | $\begin{aligned} & \text { JP } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 85.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 53.2 \end{aligned}$ | 337.1 |
|  | (721250) Flat rolled iron or nonalloy steel, plated/coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | PH 8.7 | $\begin{aligned} & \text { FR } \\ & 8.2 \end{aligned}$ | 64.6 |
|  | (722300) Wire of stainless steel, \$60-258 | $\begin{aligned} & \text { CR } \\ & 37.5 \end{aligned}$ | DK 1 | $\begin{aligned} & \text { BW } \\ & .9 \end{aligned}$ | 41.4 |
|  | (722220) Stainless steel bar nfw than cold formed/cold finishe, \$1621 | $\begin{aligned} & \mathrm{CH} \\ & 10.2 \end{aligned}$ | FR 9 | $\begin{aligned} & \mathrm{BR} \\ & 4.4 \end{aligned}$ | 34.2 |
|  | (722870) Angles, shapes and sections, alloy steel, nes, \$8-19 | FR 4 | $\begin{aligned} & \mathrm{NO} \\ & 2.2 \end{aligned}$ | NL . 6 | 9.6 |
| Nickel and articles thereof | (750400) Nickel powders and flakes, \$0-21 | $\begin{aligned} & \mathrm{CN} \\ & 105.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 56.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 20.2 \end{aligned}$ | 210.8 |
|  | (750220) Nickel unwrought, alloyed, \$13-50 | GB 63 | $\begin{aligned} & \text { US } \\ & 34.8 \end{aligned}$ | IT 16 | 170.5 |
|  | (750512) Bars, rods and profiles, nickel alloy, \$60-115 | $\begin{aligned} & \text { VN } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 20.3 \end{aligned}$ | $\begin{aligned} & \text { IL } \\ & 18.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 30.5 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 6.3 \end{aligned}$ | 415.2 |
| Machinery \& mech appliance etc | (844319) Offset printing machinery nes, \$323170-665945 | US <br> 148.7 | $\begin{aligned} & \text { NL } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 35.7 \end{aligned}$ | 312.3 |



| (902990) Parts and accessories of | JP 1 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| revolution counters, etc, \$2477- |  |
| 2801 |  |$\quad$ HK .3 BF 0 | 1.4 |
| :--- |

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 | (020610) Bovine edible offal, fresh or chilled, \$0-2 | IE . 9 | KM . 5 | DE . 4 | 3.6 |
| Fish, $\quad$ crustaceans, molluscs, 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 | $\begin{aligned} & H K \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 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 | Cl 0 | CL 0 | RS 0 | 0.0 |
| Animal,vegetable fats and oils, cleavage products, etc | (151521) Maize oil crude, \$0-2 | $\begin{aligned} & \text { SG } \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 8.8 \end{aligned}$ | 70.3 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$15-56 | $\begin{aligned} & \text { KR } \\ & 28.8 \end{aligned}$ | $\begin{aligned} & \cup A \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 3.4 \end{aligned}$ | 45.9 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$10-15 | PE 7.2 | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 28.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$2-4 | GB . 5 | HK . 3 | SG . 2 | 2.0 |

(152090) Glycerol (glycerine), nes NO . 6 LT . 2 JP. 1 including synthetic glycero, \$18-62

## CÃ'te d"lvoire

## Basic statistics

| Current diversification (number of products) | 3,357 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,090 | Export opportunity in more complex products <br> (percentage) | 56 |
| Potential new products more complex than <br> the country's average | 3,299 | Import replacement opportunity in more <br> 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 | 7 |
| Iron and steel | 7 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Plastics and articles thereof | 4 |
| Vehicles other than railway, tramway | 7 |
| 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 | 6 |
| France | 5 |
| Germany | 4 |
| Thailand | 3 |
| United Kingdom | 3 |
| Russian Federation | 3 |
| Japan | 3 |
| Netherlands | 3 |
| Rep. of Korea | 3 |
| Italy | 3 |
| India | 29 |
| Others |  |
|  | 3 |
|  |  |

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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 37 |
| China | 11 | Northern America | 17 |
| Germany | 5 | Western Europe | 16 |


| Netherlands | 4 | Northern Europe | 9 |
| :--- | :--- | :--- | :--- |
| France | 4 | Southern Europe | 6 |
| Japan | 4 | Eastern Europe | 5 |
| Viet Nam | 3 | South America | 4 |
| China, Hong Kong SAR | 3 |  |  |
| Italy | 3 |  |  |
| United Kingdom | 28 |  |  |
| Others |  |  |  |

## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | JP $108.4$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (285100) Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | US $416.3$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1 | PL 58.4 | $\begin{aligned} & \text { LK } \\ & 53.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.5 \end{aligned}$ | 367.3 |


| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 91.6 \end{aligned}$ | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$14-51 | $\begin{aligned} & \text { DE } \\ & 104.9 \end{aligned}$ | US 93 | $\begin{aligned} & \text { ES } \\ & 46.2 \end{aligned}$ | 462.3 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390740) Polycarbonates, in primary forms, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 579.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 38.9 \end{aligned}$ | 868.3 |
|  | (390760) Polyethylene terephthalate, in primary forms, \$0-1 | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 42.3 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 40.5 \end{aligned}$ | 711.8 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, }-6,6,- \\ & 6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | JP 205.1 | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <50I closed by crimp/solde, \$0-2 | $\begin{aligned} & \text { NL } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | $\begin{aligned} & \text { ID } \\ & 36.7 \end{aligned}$ | 302.7 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & R U \\ & 40.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 27.2 \end{aligned}$ | 276.5 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & \text { CZ } \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | MY 301.3 | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 37.5 \end{aligned}$ | 937.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |


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

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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & \text { CN } \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Fish, $\quad$ crustaceans,molluscs, $\quad$ aquaticinvertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9 | ES 5 | IT 4.5 | NL 2.7 | 25.5 |



|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | BE <br> 104.1 | 771.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100510) Maize (corn) seed, \$2-6 | $\begin{aligned} & \mathrm{HU} \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 20.2 \end{aligned}$ | 244.7 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110811) Wheat, starch, \$0-0 | NL 19.2 | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | DE 8.5 | 58.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 308.5 |
|  | (120600) Sunflower seeds, \$0-4 | AE 33.2 | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |


| Animal, vegetable fats and oils, cleavage products, etc | (150710) Soya-bean oil crude, whether or not degummed, \$0-1 | $\begin{aligned} & \mathrm{CO} \\ & 130.7 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 46.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 31.1 \end{aligned}$ | 486.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | NO <br> 144.6 | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | CZ 1.9 | 16.4 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & C N \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$0-2 | FR 26.2 | IN 4.5 | $\begin{aligned} & \mathrm{RO} \\ & 2.7 \end{aligned}$ | 56.5 |



## Dem. People's Rep. of Korea

## Basic statistics

| Current diversification (number of products) | 1,899 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,505 | Export opportunity in more complex products <br> (percentage) | 43 |
| Potential new products more complex than <br> the country's average | 3,257 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Pharmaceutical products | 4 |
| Plastics and articles thereof | 3 |
| Vehicles other than railway, tramway | 7 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 35 |
| China | 7 | Western Europe | 21 |
| Germany | 7 | Northern America | 15 |
| France | 6 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Eastern Europe | 7 |
| India | 3 | South America | 3 |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 | 17 |
| Meat and edible meat offal | 15 |


| 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 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 20 | Asia | 42 |
| USA | 13 | Western Europe | 16 |
| Germany | 7 | Northern America | 14 |
| United Kingdom | 5 | Northern Europe | 9 |


| 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 metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE $668.9$ | $\begin{aligned} & C N \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |


|  | (293490) Heterocyclic compounds, nes, $\$ 0-25$ | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99- $344$ | $\begin{aligned} & \text { CN } \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$14-51 | $\begin{aligned} & \text { DE } \\ & 104.9 \end{aligned}$ | US 93 | ES 46.2 | 462.3 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380810) Insecticides, packaged for retail sale, $\$ 28-63$ | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | DE 19.7 | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |


|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US $111.7$ | NL 87 | ES 68.7 | 636.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | FR 37.3 | 497.8 |
|  | (391810) Floor, wall, ceiling cover, roll, tile, vinyl chlorid, \$0-2 | $\begin{aligned} & \text { FR } \\ & 179.4 \end{aligned}$ | ID 54 | $\begin{aligned} & \text { GB } \\ & 34.5 \end{aligned}$ | 488.0 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | PH 69.7 | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | JP 205.1 | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | NL $231.7$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and <br> mechanical appliances nes, <br> \$2729-6609   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (852721) Radio receivers, external power,sound reproduce/recor, \$74-238 | $\begin{aligned} & \text { US } \\ & 150.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 125 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 93.9 \end{aligned}$ | 570.8 |
| Vehicles other than railway, tramway | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | TH 37.5 | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | PH 68.5 | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |


| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| :---: | :---: | :---: | :---: | :---: |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\mathrm{JP}$ $115.7$ | 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \mathrm{CL} \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
| Fish, $\quad$ crustaceans,molluscs,invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | Fl 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |


|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | AU 2.6 | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & C N \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & \text { RU } \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 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 $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |


|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120600) Sunflower seeds, \$0-4 | AE 33.2 | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | US 41.7 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |



|  | (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, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190540) Rusks, toasted bread and similar toasted products, $\$ 2$ 4 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, <br> whole/pieces,  <br> prepared/preserved, no vinega,  <br> $\$ 0-2$  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | ES 54.3 | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$7-26 | $\begin{aligned} & \mathrm{CN} \\ & 1077.2 \end{aligned}$ | $\begin{aligned} & R U \\ & 149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 131.3 \end{aligned}$ | 1996.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & & (220900) \text { Vinegar and substitutes } \\ \hline & \text { for vinegar from acetic acid, \$0-1 }\end{array}\right)$

## Dem. Rep. of the Congo

## Basic statistics

| Current diversification (number of products) | 2,070 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,734 | Export opportunity in more complex products <br> (percentage) | 48 |
| Potential new products more complex than <br> the country's average | 2,894 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| Germany | 6 | Northern America | 17 |
| China | 6 | Eastern Europe | 8 |
| Thailand | 4 | Southern Europe | 6 |
| Netherlands | 4 | Northern Europe | 6 |
| Rep. of Korea | 3 | South America | 3 |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| India | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |


| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < $6 \mathrm{~mm}, \$ 0-202$ | US $3499.8$ | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | US <br> 1396.3 | $\begin{aligned} & \text { BE } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 63.8 \end{aligned}$ | 1692.2 |
|  | (440122) Wood in chips, nonconiferous, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 273.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 238.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 93.6 \end{aligned}$ | 694.4 |
|  | (441119) Fibreboard $>0.8 \mathrm{~g} / \mathrm{cm} 2$ worked/surface covered, \$0-0 | $\begin{aligned} & \text { FR } \\ & 190.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 123.6 \end{aligned}$ | ES 27 | 571.3 |
|  | (441010) Particle board of wood, \$0-1 | NL 76.3 | $\begin{aligned} & \mathrm{TJ} \\ & 28.4 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 20.2 \end{aligned}$ | 251.2 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, $\$ 16515-95900$ \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (871140) Motorcycles, spark ignition engine of 500-800 cc, \$2594-6951 | FR 53.7 | ES 47 | $\begin{aligned} & \text { GB } \\ & 46.8 \end{aligned}$ | 344.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US $353.1$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
| Meat and edible meat offal | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$02 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Dairy products, eggs, honey, edible animal product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |




|  | (170210) Lactose and lactose syrup, \$1-5 | $\begin{aligned} & \text { IE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | Fl 10.7 | 121.0 |
|  | $(170410)$ Chewing gum <br> containing sugar, except <br> medicinal, $\$ 2-10$   | $\begin{aligned} & \mathrm{AE} \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
|  | (170390) Molasses, except cane molasses, \$0-3 | US 6.9 | SA 2 | $\begin{gathered} \text { MY } \\ 1.8 \end{gathered}$ | 16.2 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > 2 k , \$2-7 | JP $120.9$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 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 $>2 \mathrm{k}$, \$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, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |


|  | (190510) Crispbread, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | IT 11.9 | DK 5.3 | 56.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) whole/pieces, prepared/preserved, $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210110) Coffee extracts, <br> essences, concentrates, <br> preparations, $\$ 14-28$ | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & C L \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210210) Yeasts, active, \$0-2 | $\begin{aligned} & \text { FR } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 7.4 \end{aligned}$ | 115.7 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |


|  | (230890) Vegetable wastes and <br> residues nes for animal feed, \$0-2 | NO <br> 14.4 | TH 6.5 | CN | 60.1 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  <br> other waste of sugar manufacture, <br> $\$ 0-0$ | TR <br> 17.8 | NL <br> 12.6 | GR <br> 5.1 | 46.8 |

## Denmark

## Basic statistics

| Current diversification (number of products) | 19,753 | Potential new products more complex <br> (percentage) | 80 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 456 | Export opportunity in more complex products <br> (percentage) | 60 |
| Potential new products more complex than | 367 | Import replacement opportunity in more <br> complex products (percentage) | 36 |
| the country's average |  |  |  |

## 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 | 5 |
| Vehicles other than railway, tramway | 6 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| China | 12 | Asia | 31 |
| Germany | 9 | Western Europe | 22 |
| Australia | 7 | Southern Europe | 9 |
| USA | 7 | Eastern Europe | 8 |
| France | 7 | Northern America | 8 |
| Italy | 5 | Oceania | 8 |
| United Kingdom | 3 | Northern Europe | 7 |
| Rep. of Korea | 3 | South America | 3 |
| Ireland | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 25 |  |  |

## 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 |


| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| Jamaica | 12 | Asia | 33 |
| Japan | 12 | Western Europe | 14 |
| Germany | 10 | Caribbean | 12 |
| Kuwait | 8 | Northern Europe | 12 |
| Finland | 6 | Southern Europe | 6 |
| Sri Lanka | 6 | Oceania | 6 |
| New Zealand | 6 | Northern America | 6 |
| Canada | 6 | Northern Africa | 4 |
| Türkiye | 4 |  |  |
| Others | 8 |  |  |

## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, $\$ 777-1397$ | $\begin{aligned} & \text { DE } \\ & 197 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 100.5 \end{aligned}$ | JP <br> 68.3 | 463.3 |
|  | (293379) Lactams other than 6hexanelactam, \$8-182 | $\begin{aligned} & \text { GB } \\ & 55.6 \end{aligned}$ | JP 26 | $\begin{aligned} & \text { IN } \\ & 24.8 \end{aligned}$ | 210.0 |
|  | (291470) Derivatives of ketones and quinones, \$16-50 | $\begin{aligned} & \text { US } \\ & 70.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 31.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 28.3 \end{aligned}$ | 164.8 |
|  | (292690) Nitrile-function compounds, nes, \$32-69 | $\begin{aligned} & \text { FR } \\ & 32.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 362.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 25.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 20.9 \end{aligned}$ | 430.8 |
|  | (320420) Synthetic organic fluorescent brightening agents, \$0-4 | $\begin{aligned} & \text { FR } \\ & 23.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 11.3 \end{aligned}$ | IT 11.1 | 94.7 |
|  | (320740) Glass frit and other glass (powder, granules, flakes), \$0-1 | $\begin{aligned} & \text { US } \\ & 12.2 \end{aligned}$ | IN 7.5 | FR 7.3 | 83.0 |
|  | (320720) Vitrifiable 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 | $\begin{aligned} & C Z \\ & 229.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 130.1 \end{aligned}$ | DE 65 | 701.5 |


|  | (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 | $\begin{aligned} & C N \\ & 280 \end{aligned}$ | US $32.5$ | CA 3.3 | 333.8 |
|  | (701820) Glass microspheres < 1 mm in diameter, \$4-10 | $\begin{aligned} & \mathrm{CN} \\ & 22.7 \end{aligned}$ | 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 nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 3$ 4.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 263 \end{aligned}$ | IT 60.8 | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
|  | (721934) Cold rolled stainless steel, w >600mm, t 0.5-1.0 mm, \$0-2 | IT 68.1 | $\begin{aligned} & \mathrm{NL} \\ & 41.8 \end{aligned}$ | PL 41 | 285.5 |
|  | (721230) Flat rolled iron or nonalloy steel, $<600 \mathrm{~mm}$, coated with zinc, nes, \$0-0 | $\begin{aligned} & \text { AT } \\ & 23.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 14.1 \end{aligned}$ | 127.3 |


|  | (722840) Bar/rod nes, alloy steel nes, nfw forged, \$4-8 | $\begin{aligned} & \mathrm{CN} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 17.7 \end{aligned}$ | SG 7.4 | 107.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Nickel and articles thereof | (750400) Nickel powders and flakes, \$0-21 | $\begin{aligned} & \text { CN } \\ & 105.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 56.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 20.2 \end{aligned}$ | 210.8 |
|  | (750220) Nickel unwrought, alloyed, \$13-50 | GB 63 | $\begin{aligned} & \text { US } \\ & 34.8 \end{aligned}$ | IT 16 | 170.5 |
|  | (750712) Tubes and pipe, nickel alloy, \$0-27 | IT 27.1 | $\begin{aligned} & \mathrm{KR} \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.6 \end{aligned}$ | 132.8 |
|  | (750522) Wire, nickel alloy, \$0-24 | $\begin{aligned} & \mathrm{CH} \\ & 37.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 17.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.9 \end{aligned}$ | 122.3 |
|  | (750610) Plates, sheet, strip and foil, nickel, not alloyed, \$0-20 | $\begin{aligned} & \text { FR } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 26.3 \end{aligned}$ | ID 3.1 | 85.9 |
| Machinery \& mech appliance etc | (841932) Dryers for wood, paper pulp, paper or paperboard, \$5439-66927 | $\begin{aligned} & \text { DE } \\ & 33.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 22.9 \end{aligned}$ | 210.1 |
|  | (843041) Boring or sinking machinery nes, self-propelled, \$264641-579629 | $\begin{aligned} & \text { US } \\ & 90.3 \end{aligned}$ | CL 7.3 | BY 5.3 | 143.5 |
|  | (846241) Num controlled punch, notch, punch-shear machines, \$3957-165155 | $\begin{aligned} & \text { FR } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 19.8 \end{aligned}$ | 120.8 |
|  | (840619) Steam and vapour turbines nes, \$543767-874745 | $\begin{aligned} & \text { TH } \\ & 48.8 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 38.9 \end{aligned}$ | EG 3.6 | 92.7 |
|  | (846241) Num controlled punch, notch, punch-shear machines, \$165155-406952 | $\begin{aligned} & \text { GB } \\ & 23.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.3 \end{aligned}$ | PL 9.5 | 89.7 |
| Railway, tramway locomotives, rolling stock, equipment | (860699) Railway cars nes, \$3380-48606 | $\begin{aligned} & R U \\ & 63.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 46.5 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.2 \end{aligned}$ | 227.9 |
|  | (860712) Railway \& tramway bogies \& bissel-bogies, nondriving, \$3-23 | $\begin{aligned} & \text { DE } \\ & 44.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 13.4 \end{aligned}$ | PL 6.3 | 88.9 |


|  | (860711) Railway \& tramway driving bogies \& bissel-bogies, \$10-49 | $\begin{aligned} & \mathrm{CN} \\ & 13.6 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 11.1 \end{aligned}$ | 71.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vehicles other than railway, tramway | (870290) Buses except diesel powered, \$10429-82069 | $\begin{aligned} & \text { US } \\ & 117.3 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 50.5 \end{aligned}$ | IL 22.5 | 370.0 |
|  | (870530) Fire fighting vehicles, \$38798-344786 | $\begin{aligned} & \text { DE } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.4 \end{aligned}$ | 215.4 |
|  | (870323) Automobiles, spark ignition engine of 1500-3000 cc, \$0-9948 | $\begin{aligned} & \text { ZA } \\ & 138 \end{aligned}$ |  |  | 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 $2,000-15,000 \mathrm{~kg}$, $\$ 1.56 \mathrm{e}+07-2.24 \mathrm{e}+07$ | AU $943.7$ | IE $286.5$ | $\begin{aligned} & \text { CO } \\ & 226.9 \end{aligned}$ | 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, \$68 | 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 |


| Edible fruit, nuts, peel of citrus fruit, melons | (080420) Figs, fresh or dried, \$78-142 | Fl . 3 | MA 0 |  | 0.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080920) Cherries, fresh, \$51101 | 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 | $\begin{aligned} & \text { KW } \\ & .4 \end{aligned}$ | 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 | $\mathrm{RO}$ | FR 0 | RU 0 | 0.2 |

## Djibouti

## Basic statistics

| Current diversification (number of products) | 576 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,681 | Export opportunity in more complex products <br> (percentage) | 35 |
| Potential new products more complex than <br> the country's average | 2,725 | Import replacement opportunity in more <br> 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 | 6 |
| Pharmaceutical products | 5 |
| 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 | 31 |
| Sum of others with smaller share | 3 |
|  | 4 |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 33 |
| Germany | 7 | Western Europe | 21 |
| China | 6 | Northern America | 18 |
| France | 6 | Eastern Europe | 7 |
| Netherlands | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 4 | South America | 3 |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Canada | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 27 |  |  |

## 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 | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 36 |
| China | 10 | Western Europe | 16 |
| United Kingdom | 8 | Northern America | 15 |


| 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, \$25354 | US 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |


| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & C N \\ & 2233.9 \end{aligned}$ | 16667.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | AU $315.2$ | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | $\begin{aligned} & \text { PS } \\ & 87.2 \end{aligned}$ | IE 59.8 | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
| Miscellaneous chemical products | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |


| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \mathrm{IN} \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |


|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | ES 34.1 | 468.6 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | CA <br> 3149.7 | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | FR 98.9 | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | ES 106 | 1487.5 |


|  | (901390) Parts and accessories of <br> optical appliances nes, \$683-1534 | CN <br> 1211.5 | KR 44 | GB <br> 17.3 | 1325.9 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902130) Artificial body parts, aids and <br> appliances, etc, \$1093-2367 | DE <br> 668.3 | JP <br> 115.7 | KR <br> 88.2 | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE <br> 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & J P \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | JP $13.8$ | 271.3 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | 73.3 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | RU $769.9$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & \text { RU } \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |


|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \text { CN } \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots), nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 3.3 \end{aligned}$ | 56.6 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |
|  | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 7.4 \end{aligned}$ | IT 6.4 | 99.5 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US <br> 947.3 | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |


|  | (080810) Apples, fresh, \$0-1 | VN 46 | PE |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |



|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | PL 5.6 | 145.1 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |

## Dominica

## Basic statistics

| Current diversification (number of products) | 871 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,544 | Export opportunity in more complex products <br> (percentage) | 35 |
| Potential new products more complex than |  |  |  |
| the country's average | 2,612 | Import replacement opportunity in more <br> 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 | 6 |
| 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
By regions

| Country | Percent |
| :--- | :--- |
| USA | 15 |
| France | 7 |
| China | 7 |
| Germany | 5 |
| Thailand | 4 |
| United Kingdom | 4 |
| Italy | 3 |
| Netherlands | 3 |
| Japan | 3 |
| Others | 28 |


| 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 |


| 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 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (294190) Antibiotics nes, in bulk, \$62401 | $\begin{aligned} & \text { IN } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 42.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 36.2 \end{aligned}$ | 443.9 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \text { AU } \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300432) Adrenal cortical hormones, in dosage, $\$ 55-219$ | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 40.9 \end{aligned}$ | 789.0 |


|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \text { CN } \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & \text { AE } \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <br> <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |


|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 19.5 \end{aligned}$ | 491.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $4.75-10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Machinery \& mech appliance etc | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | IT $148.4$ | 1135.4 |



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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$2-3 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \mathrm{RU} \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060210) Cuttings and slips, not rooted, \$0-0 | US 26 | $\begin{aligned} & \mathrm{NL} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.4 \end{aligned}$ | 50.4 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \mathrm{DE} \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |


|  | (070951) Mushrooms, fresh or chilled, \$0-3 | FR 96.8 | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (071339) Beans dried, shelled, nes, \$12 | $\begin{aligned} & \text { CA } \\ & 15.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | GB 3 | 40.8 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US $947.3$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \text { NL } \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | US $108.6$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |


| Meat, fish and seafood food preparations nes | (160100) Sausages, similar products of meat, meat offal \& bloo, \$2-7 | HU 86 | $\begin{aligned} & \text { RU } \\ & 66.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 57.8 \end{aligned}$ | 516.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \mathrm{AU} \\ & 22.8 \end{aligned}$ | 256.9 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
| Sugars and sugar confectionery | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 49.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 14.8 \end{aligned}$ | 195.5 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | $\begin{aligned} & \text { SA } \\ & 8.2 \end{aligned}$ | $\begin{gathered} N Z \\ 5.7 \end{gathered}$ | 74.7 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$10-23 | PL 2 | $\begin{aligned} & \text { DE } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 1.5 \end{aligned}$ | 13.8 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > 2 k , \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | ID 31.7 | $\begin{aligned} & \text { FI } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |



| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | SE $34.5$ | 480.5 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230990) Animal feed preparations nes, \$13-36 | ES 16.4 | $\begin{aligned} & \mathrm{CO} \\ & 4.5 \end{aligned}$ | BR 3 | 38.4 |

## Dominican Rep.

## Basic statistics

| Current diversification (number of products) | 4,824 | Potential new products more complex <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,605 | Export opportunity in more complex products <br> (percentage) | 67 |
| Potential new products more complex than <br> the country's average | 2,961 | Import replacement opportunity in more <br> 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
By regions

| Country | Percent |
| :--- | :--- |
| China | 27 |
| USA | 8 |
| Germany | 6 |
| France | 4 |
| Rep. of Korea | 3 |
| Thailand | 3 |


| Region | Percent |
| :--- | :--- |
| Asia | 50 |
| Western Europe | 18 |
| Northern America | 10 |
| Northern Europe | 6 |
| Southern Europe | 6 |
| Eastern Europe | 5 |


| United Kingdom | 3 |
| :--- | :--- |
| Japan | 3 |
| Italy |  |
| Belgium | 3 |
| Netherlands | 3 |
| Others | 21 |

## 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 |


| Dairy products, eggs, honey, edible animal product nes | 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, oleagic 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 ofhers with smaller share | 3 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 11 | Asia | 37 |
| Germany | 9 | Western Europe | 19 |
| USA | 9 | Northern America | 11 |
| United Kingdom | 5 | Northern Europe | 9 |


| 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) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| desc | description_prod2 | \#1 | \#2 | \#3 | tt_exp_op |
| Ores, slag and ash | (260111) Iron ore, concentrate, not iron pyrites,unagglomerate, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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, \$25354 | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | BE <br> 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \mathrm{CN} \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | BE 2807 | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | RU 81.3 | VN 40.9 | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | DK 85.4 | FR 84.8 | 578.7 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US $111.7$ | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390720) Polyethers nes, in primary forms, \$0-1 | IT 172.6 | TR 74.2 | $\begin{aligned} & \text { EG } \\ & 44.4 \end{aligned}$ | 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 nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | FR 787.5 | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |



|  | $\begin{aligned} & \text { (847710) Injection-moulding } \\ & \text { machines for rubber or plastic, } \\ & \$ 10602-90066 \end{aligned}$ | FR 109.6 | $\begin{aligned} & \text { TH } \\ & 106.7 \end{aligned}$ | BR 63.6 | 666.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | IN 923.9 | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \text { RU } \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | NL 42.6 | 568.0 |
|  | (851632) <br> 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 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | DE 2123 | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$1794076646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | IT 683.2 | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | AT <br> 429.4 | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |


|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE 79.7 | 886.2 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902730) Spectrometers, <br> spectrophotometers, etc using <br> light, \$3396-16538 | CN <br> 200.9 | US <br> 193.6 | IN 108 | 787.4 |
|  | (901490) Parts and accessories for <br> navigational instruments, \$1050- <br> 2446 | US <br> 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) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| desc | description_prod2 | \#1 | \#2 | \#3 | tt_exp_op |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | BE 14.1 | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | EG 95.7 | VN 13.3 | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (020710) Poultry, domestic, whole, fresh or chilled, \$1-5 | HK 24.3 | GB 23 | $\begin{aligned} & \text { ES } \\ & 16.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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 product nes | (040690) Cheese except fresh, grated, processed or blueveined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | CN 95.9 | GB 60.7 | $\begin{aligned} & R U \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | EG 15.6 | $\begin{aligned} & \mathrm{KR} \\ & 14.3 \end{aligned}$ | 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, \$01 | 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, \$01 | GB 10.2 | US 6.3 | CN 4.7 | 44.6 |

$\left.\left.\begin{array}{|l|l|l|l|l|l|l|}\hline \begin{array}{l}\text { Edible fruit, nuts, peel of } \\ \text { citrus fruit, melons }\end{array} & \begin{array}{l}(080212) \\ \text { dried, shelled, \$6-9 }\end{array} & \text { IT } 236.4 & \text { NL } \\ 172.7\end{array}\right) \begin{array}{l}\text { AE } \\ 93.8\end{array}\right)$

| Animal,vegetable fats and oils, cleavage products, etc | (150710) Soya-bean oil crude, whether or not degummed, \$0-1 | $\begin{aligned} & \text { CO } \\ & 130.7 \end{aligned}$ | MA 46.8 | $\begin{aligned} & \text { ES } \\ & 31.1 \end{aligned}$ | 486.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | CN 45.6 | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | IN 12.4 | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$01 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | DE 20.4 | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | CN 38.1 | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | TH 31.3 | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | GB 62.3 | CA 26.8 | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8 | US 33 | GB 25.1 | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 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 confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | FR 85.8 | VN 30.1 | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | IN 19.7 | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | US 15.4 | FI 10.7 | 121.0 |



|  | (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 | $\begin{aligned} & \mathrm{TH} \\ & 107.3 \end{aligned}$ | VN 37.5 | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | IN 37.4 | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | CL 12.1 | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$02 | 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 <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,668 | Export opportunity in more complex products <br> (percentage) | 53 |
| Potential new products more complex than <br> the country's average | 2,904 | Import replacement opportunity in more <br> 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 | 7 |
| Electrical, electronic equipment | 6 |
| Vehicles other than railway, tramway | 5 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Plastics and articles thereof | 8 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| China | 9 | Asia | 38 |
| USA | 9 | Western Europe | 22 |
| Germany | 7 | Northern America | 11 |
| France | 6 | Southern Europe | 8 |
| Netherlands | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Thailand | 4 | South America | 3 |
| \|taly | 4 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Belgium | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 | 15 |
| :---: | :---: |
| Dairy products, eggs, honey, edible animal product 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 25 | Asia | 52 |
| France | 5 | Western Europe | 14 |
| China, Hong Kong SAR | 4 | Southern Europe | 8 |


| 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 metalcompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & J P \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | US 19.6 | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | US 55.8 | 416.6 |


| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (290122) Propene (propylene), \$0-7 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | SK 97.5 | 645.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599 | US 93.2 | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 32.2 \end{aligned}$ | 260.5 |
|  | (300640) Dental cements and other dental fillings, bone cement, \$70-281 | $\begin{aligned} & \text { NL } \\ & 105.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.7 \end{aligned}$ | US 7.3 | 188.1 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) Sheet/film not <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |


|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | JP <br> 122.4 | US 62 | 597.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t >10mm, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | PH 69.7 | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, \$0-0 | VN 261.3 | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
|  | (730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4 | $\begin{aligned} & \mathrm{GB} \\ & 50.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.2 \end{aligned}$ | ID 28 | 263.9 |
| Machinery \& mech appliance etc | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | NL $231.7$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |




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 | (020329) Swine cuts, frozen nes, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU <br> 158.6 | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 12.4 \end{aligned}$ | 211.7 |
| Fish, $\quad$ crustaceans,molluscs, $\quad$ aquaticinvertebrates nes | (030212) Salmon fresh or chilled, whole, \$0-7 | $\begin{aligned} & \text { FR } \\ & 590.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 288.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 258.9 \end{aligned}$ | 1625.0 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |


|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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 product nes | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CH} \\ & 1.3 \end{aligned}$ | NL 1.1 | 11.0 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |


|  | (100300) Barley, \$0-0 | $\begin{aligned} & C N \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110811) Wheat, starch, \$0-0 | NL 19.2 | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | US 17.8 | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{gathered} \text { GB } \\ 3.2 \end{gathered}$ | 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 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |




|  | (230690) Vegetable oil-cake and <br> other solid residues nes, \$0-5 | YE 25.9 | IN <br> 14.2 | MY <br> 13.8 | 70.6 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (230890) Vegetable wastes and <br> residues nes for animal feed, $\$ 0-2$ | NO <br> 14.4 | TH 6.5 | CN | 60.1 |
|  |  | 6.2 |  |  |  |

## Egypt

## Basic statistics

| Current diversification (number of products) | 8,762 | Potential new products more complex <br> (percentage) | 88 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,623 | Export opportunity in more complex products <br> (percentage) | 67 |
| Potential new products more complex than <br> the country's average | 2,296 | lmport replacement opportunity in more <br> 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 | 5 |
| 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 | 34 |
| Sum of others with smaller share | 3 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 13 | Asia | 36 |
| China | 12 | Western Europe | 20 |
| Germany | 7 | Northern America | 15 |
| France | 5 | Northern Europe | 8 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Japan | 3 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Italy | 3 |  |  |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Others | 26 |  |  |

## 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 |


| 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 others with smaller share | 2 |
|  | 2 |
|  | 4 |
|  | 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 |


| 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


|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | FR 74.2 | 271.8 |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (290122) Propene (propylene), \$0-7 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | FR 152 | SK 97.5 | 645.0 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | CN 45.8 | 638.0 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | GB 82.4 | 616.4 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$5051158 | US <br> 844.6 | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 321.4 \end{aligned}$ | 2570.1 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300630) Opacifying <br> preparations, $\quad$ x-ray, diagnostic <br> reagents, $\$ 64-342$  | $\begin{aligned} & \text { CN } \\ & 114.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 51.9 \end{aligned}$ | JP 30 | 303.5 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599 | US 93.2 | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | CN 32.2 | 260.5 |
|  | (300390) Medicaments nes, formulated, in bulk, \$136-318 | ES 44.7 | $\begin{aligned} & \text { AT } \\ & 38.9 \end{aligned}$ | NL 33.2 | 214.8 |


| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | NL 171.6 | 1825.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$0-45 | MY 225 | $\begin{aligned} & \text { PH } \\ & 57.5 \end{aligned}$ | CN 37.9 | 365.9 |
| Iron and steel | (720711) Rectangular iron or non-alloy steel bars, <.25\%C, width< twice thicknes, \$0-3 | $\begin{aligned} & \text { TH } \\ & 292.3 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 52.6 \end{aligned}$ | LK 14.1 | 412.0 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | IL 46.7 | VN 20 | 397.6 |
|  | (722490) Semi-finished products of alloy steel except stainles, \$0-1 | $\begin{aligned} & \text { US } \\ & 312.5 \end{aligned}$ | FR 23.9 | CN 18.9 | 384.9 |
|  | (722540) Hot rolled alloy-steel, not in coil width $>600 \mathrm{~mm}$, nes, \$0-0 | TH 44.5 | JP 39.8 | MM 37.6 | 333.9 |
|  | (722540) Hot rolled alloy-steel, not in coil width $>600 \mathrm{~mm}$, 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, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | FR 142.9 | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | TR 105.1 | 1260.9 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |


|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | CA 39.6 | 671.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847710) Injection-moulding machines for rubber or plastic, \$10602-90066 | $\begin{aligned} & \text { FR } \\ & 109.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 106.7 \end{aligned}$ | BR 63.6 | 666.6 |
| Electrical, electronic equipment | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (850213) Generating sets, diesel, output > 375 kVA, $\$ 30802-87805$ | EG 73 | $\begin{aligned} & \text { NG } \\ & 44.1 \end{aligned}$ | JP 42.1 | 495.9 |
|  | $\begin{array}{lll} \text { (850423) Liquid dielectric } \\ \text { transformers }>10,000 \text { KVA, } \\ \$ 2387-392273 \end{array}$ | FR 66.9 | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | ES 249 | FR 137.8 | 2148.8 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | PH 68.5 | 884.4 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | GB 17.3 | 1325.9 |


| (900130) Contact lenses, \$0-1 | US <br> 445.7 | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | BE 79.7 | 886.2 |
| :---: | :---: | :---: | :---: | :---: |
| (901380) Optical devices, appliances and instruments, nes, \$0-10 | $\begin{aligned} & \mathrm{HK} \\ & 677.7 \end{aligned}$ | US 11 | MY 7.6 | 698.3 |
| (903140) Optical instruments and appliances, nes, \$0-191 | $\begin{aligned} & \mathrm{CN} \\ & 437.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 38.4 \end{aligned}$ | MY 12 | 523.8 |
| (903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28 | $\begin{aligned} & \text { US } \\ & 350.7 \end{aligned}$ | 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 purebred breeding < 50 kg , \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except purebred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | HU 48 | 300.7 |
| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$2-3 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$01 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \text { CN } \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |



|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
|  | (110412) Oats, rolled or flaked grains, \$2-4 | HK 16.2 | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | US 1.8 | 34.3 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 3.1 \end{gathered}$ | 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 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |



|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | CZ 1.9 | 16.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Residues, wastes of food industry, animal fodder | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | TR 17.8 | $\begin{aligned} & \mathrm{NL} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 5.1 \end{aligned}$ | 46.8 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240399) Products of tobacco, substitute nes, extract, essence, \$67-157 | $\begin{aligned} & \text { JP } \\ & 505.6 \end{aligned}$ | LV 47 | $\begin{aligned} & \text { LT } \\ & 42.2 \end{aligned}$ | 667.1 |

## El Salvador

## Basic statistics

| Current diversification (number of products) | 4,957 | Potential new products more complex <br> (percentage) | 80 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,754 | Export opportunity in more complex products <br> (percentage) | 57 |
| Potential new products more complex than <br> the country's average | 3,010 | Import replacement opportunity in more <br> 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 | 5 |
| Pharmaceutical products | 5 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus |  |
| 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 | By regions |  |  |
| :--- | :--- | :--- | :--- |
| Country | Percent | Region | Percent |
| China | 29 | Asia | 50 |
| USA | 6 | Western Europe | 17 |
| Germany | 6 | Northern America | 9 |
| France | 5 | Northern Europe | 6 |
| United Kingdom | 3 | Southern Europe | 6 |
| Italy | 3 | Eastern Europe | 5 |
| Netherlands | 3 | South America | 3 |
| Others | 22 |  |  |

## 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 product nes | 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 |


| 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 | 8 |
| China | 6 |
| China, Hong Kong SAR | 6 |
| France | 5 |
| United Kingdom | 4 |
| Viet Nam | 3 |
| 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 |

## 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 | $\begin{aligned} & C N \\ & 70832.8 \end{aligned}$ | JP $802.6$ | $\begin{aligned} & D E \\ & 481.3 \end{aligned}$ | 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 metalcompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | KR 828.6 | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | FI 189.5 | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |





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
```

Top growing markets
(USD million)

```
(USD million)
```





|  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | $\begin{aligned} & \text { FR } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{aligned} & \text { MY } \\ & 1.4 \end{aligned}$ | 32.6 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180610) Cocoa powder, sweetened, \$8-17 | $\begin{aligned} & \text { GB } \\ & 14.5 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 6.2 \end{aligned}$ | 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, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190230) Pasta except uncooked or stuffed, \$3-7 | $\begin{aligned} & \text { US } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 14.7 \end{aligned}$ | PL 6.3 | 68.2 |
|  | (190510) Crispbread, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | DK 5.3 | 56.9 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6 | $\begin{aligned} & \text { US } \\ & 10.7 \end{aligned}$ | JP 3.8 | DE 1.9 | 29.8 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-0 | $\begin{aligned} & \text { FR } \\ & 342.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 69.7 \end{aligned}$ | AU $58.3$ | 827.9 |


|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200911) Orange juice, frozen, not fermented or spirited, \$1-2 | $\begin{aligned} & \text { GB } \\ & 19.8 \end{aligned}$ | JM 7.4 | NL 5.1 | 56.3 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$613 | FR 7.2 | $\begin{aligned} & \text { SG } \\ & 5.4 \end{aligned}$ | NZ 4.8 | 34.0 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-0 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 66.6 \end{aligned}$ | 496.3 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \text { RU } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | US $17.7$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | $\begin{aligned} & Y E \\ & 25.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |

## Equatorial Guinea

## Basic statistics

| Current diversification (number of products) | 418 | Potential new products more complex <br> (percentage) | 62 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,610 | Export opportunity in more complex products <br> (percentage) | 23 |
| Potential new products more complex than <br> the country's average | 1,622 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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 | 44 |
| Sum of others with smaller share | 4 |
|  | 4 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 33 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 18 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 5 | Northern Europe | 7 |
| Netherlands | 4 | Southern Europe | 6 |
| Russian Federation | 3 | South America | 3 |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Others | 28 |  |  |

## 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 product nes | 18 |
| Cocoa and cocoa preparations | 12 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 31 |
| United Kingdom | 8 | Northern America | 19 |
| Russian Federation | 7 | Western Europe | 18 |
| Netherlands | 5 | Eastern Europe | 11 |
| Germany | 5 | Northern Europe | 11 |


| France | 5 |
| :--- | :--- |
| 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 $947.3$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | NL $172.7$ | AE 93.8 | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |



| articles of pulp, <br> paper and board |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |


| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (853224) Electric capacitors, fixed, ceramic, multilayer,, \$69-315 | $\begin{aligned} & \mathrm{CN} \\ & 708.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 177.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 108.6 \end{aligned}$ | 1494.8 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | NL <br> 175.8 | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (870821) Safety seat belts for motor vehicles, \$13-56 | $\begin{aligned} & \text { ES } \\ & 56.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 28.6 \end{aligned}$ | 216.3 |
|  | (870821) Safety seat belts for motor vehicles, \$0-13 | $\begin{aligned} & \text { FR } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 29.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 23.6 \end{aligned}$ | 184.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538 | $\begin{aligned} & C N \\ & 200.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 193.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 108 \end{aligned}$ | 787.4 |


| (902750) <br> radiations, $\$ 304-5957$ |  |  | Instruments | nes using optical | CN | US | SG |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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 (USD million) |  | markets | 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 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \text { RU } \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | NL $11.3$ | BY 3.3 | 56.6 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | $\begin{aligned} & D E \\ & 14.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070930) Aubergines(egg-plants), fresh or chilled, \$1-3 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 6.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 4.3 \end{aligned}$ | 53.9 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US $947.3$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | US $281.9$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
| Milling products, malt, starches, inulin, wheat gluten | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
|  | (110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$313 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |



|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | SA 8.2 | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |
|  | (170410) Chewing gum <br> containing sugar, except <br> medicinal, $\$ 2-10$   | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
|  | (170410) Chewing gum <br> containing sugar, except <br> 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 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |


|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | CA 27 | 202.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200210) Tomatoes, <br> whole/pieces,  <br> prepared/preserved,  <br> $\$ 0-2$ no vinega, | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$02 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & S A \\ & 15.7 \end{aligned}$ | 156.8 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | PL 5.6 | 145.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |

## Eritrea

## Basic statistics

| Current diversification (number of products) | 263 | Potential new products more complex <br> (percentage) | 60 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,599 | Export opportunity in more complex products <br> (percentage) | 22 |
| Potential new products more complex than <br> the country's average | 1,553 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 3 |
|  | 4 |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 16 | Asia | 34 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| Japan | 4 | Southern Europe | 6 |
| Thailand | 4 | Northern Europe | 6 |
| United Kingdom | 4 | South America | 4 |
| Italy | 3 |  |  |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 26 |  |  |

## 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 product nes | 15 |


| 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 |


| Germany | 6 |
| :--- | :--- |
| Netherlands | 5 |
| United Arab Emirates | 4 |
| Japan | 3 |
| Others | 28 |


| Northern America | 12 |
| :--- | :--- |
| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$25326 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (290220) Benzene, \$0-13 | BE <br> 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |



|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |
| Articles of apparel, accessories, not knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & R U \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \mathrm{KR} \\ & 80.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 48 \end{aligned}$ | IT 18 | 274.3 |
|  | (621210) Brassieres and parts thereof, \$104204 | DE 66 | $\begin{aligned} & \text { FR } \\ & 32.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 31.2 \end{aligned}$ | 229.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-2 | IN 84.5 | $\begin{aligned} & \mathrm{FI} \\ & 27.6 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 26.9 \end{aligned}$ | 280.8 |


| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \text { AU } \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 476.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (901819) Electro-diagnostic apparatus, nes, \$065 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (901420) Instruments nes for aeronautical/space navigation, \$1997-32976 | $\begin{aligned} & \text { FR } \\ & 412.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 164.4 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 36.6 \end{aligned}$ | 846.9 |


| (902190) Orthopaedic appliances, nes, \$1039- <br> 2359 | GB <br> 131 | NL | JP | 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 |  |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030490) Fish meat \& mince, except liver, roe \& fillets, froze, \$2-8 | $\begin{aligned} & \text { TH } \\ & 80.1 \end{aligned}$ | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 290.0 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & R U \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | $\begin{aligned} & \mathrm{IN} \\ & 8.1 \end{aligned}$ | 105.1 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 3.3 \end{aligned}$ | 56.6 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (070490) Edible brassicas nes, fresh or chilled, \$0-2 | $\begin{aligned} & \text { US } \\ & 38.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 33.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 25 \end{aligned}$ | 248.5 |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |


|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 66 \end{aligned}$ | 52.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 30.6 |
|  | (070810) Peas, shelled or unshelled, fresh or chilled, \$1-6 | NL 8 | $\begin{aligned} & \text { DE } \\ & 3.2 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 3.1 \end{aligned}$ | 25.9 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \mathrm{AE} \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080520) Mandarin, clementine \& citrus hybrids, fresh or dried, \$0-1 | $\begin{aligned} & \text { RU } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 79.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.9 \end{aligned}$ | 243.7 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | $\begin{aligned} & \text { QA } \\ & 76 \end{aligned}$ | 743.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | $\begin{aligned} & \text { IE } \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |



| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 5.6 \end{aligned}$ | 145.1 |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
| Residues, wastes of food industry, animal fodder | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | SA $18.2$ | 145.3 |

## Estonia

## Basic statistics

| Current diversification (number of products) | 12,151 | Potential new products more complex <br> (percentage) | 77 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,542 | Export opportunity in more complex products <br> (percentage) | 64 |
| Potential new products more complex than <br> the country's average | 1,180 | Import replacement opportunity in more <br> 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 | 4 |
| Vehicles other than railway, tramway | 4 |
| Plastics and articles thereof | 6 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Articles of iron or steel | 26 |
| Sum of others with smaller share | 2 |
|  |  |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 39 |
| China | 9 | Western Europe | 17 |
| France | 7 | Northern America | 13 |
| Germany | 5 | Southern Europe | 9 |
| Singapore | 5 | Eastern Europe | 7 |
| Viet Nam | 3 | Northern Europe | 6 |
| Russian Federation | 3 | South America | 4 |
| Spain | 3 |  |  |
| Italy | 3 |  |  |
| India | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| Meat and edible meat offal | 10 |
| :--- | :--- | :--- |
| Dairy products, eggs, honey, edible animal product nes | 7 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 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 nes | 1 |
| Vegetable plaiting materials, vegetable products nes | 1 |
| Miscellaneous edible preparations others with smaller share | 1 |
| Sum |  |
|  | 1 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| Germany | 28 | Western Europe | 36 |
| USA | 8 | Asia | 23 |
| Spain | 8 | Southern Europe | 12 |
| Poland | 6 | Eastern Europe | 11 |


| China, Hong Kong SAR | 5 |  | Northern America |
| :--- | :--- | :--- | :--- | 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 |  |
| Inorganic $\quad$ chemicals,precious $\quad$ metalcompound, isotopes | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (281820) Aluminium oxide, except artificial corundum, \$0-7 | US 59.4 | $\begin{aligned} & \mathrm{IN} \\ & 53.3 \end{aligned}$ | IT 35 | 254.2 |
|  | (281830) Aluminium hydroxide, \$0-0 | $\begin{aligned} & \text { GB } \\ & 32.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 19.1 \end{aligned}$ | FR 8.7 | 132.4 |
|  | (283324) Nickel sulphates, \$3-7 | JP 56.7 | $\begin{aligned} & \text { CA } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 7.2 \end{aligned}$ | 101.8 |
|  | (280469) Silicon, <99.99\% pure, \$0-1 | $\begin{aligned} & \mathrm{BH} \\ & 23.4 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 10.9 \end{aligned}$ | 77.3 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |


|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$278-660 | IE 383.8 | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$1426-4982 | GB 147 | $\begin{aligned} & \text { SG } \\ & 106.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.5 \end{aligned}$ | 400.5 |
|  | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
|  | (290711) Phenol (hdroxybenzene), salts, $\$ 1-17$ | $\begin{aligned} & \mathrm{NL} \\ & 228.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 14.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.4 \end{aligned}$ | 312.2 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$1702-2452 | $\begin{aligned} & R U \\ & 606.7 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 305.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 270.6 \end{aligned}$ | 2090.5 |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 95.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 54.2 \end{aligned}$ | 684.6 |
|  | (300630) Opacifying preparations, <br> x-ray, diagnostic reagents, \$0-64 | $\begin{aligned} & \text { US } \\ & 267.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
|  | (300390) Medicaments nes, formulated, in bulk, \$136-318 | ES 44.7 | $\begin{aligned} & \text { AT } \\ & 38.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.2 \end{aligned}$ | 214.8 |
|  | (300660) Contraceptive preps based on hormones or spermicides, \$277-610 | $\begin{aligned} & \text { GB } \\ & 45.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 44.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 18.7 \end{aligned}$ | 191.2 |
| Plastics and articles thereof | (390930) Amino-resins nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 104.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 92.2 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 65.1 \end{aligned}$ | 495.5 |
|  | (390791) Polyesters nes, unsaturated, in primary forms, \$02 | FR 51.2 | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | 230.8 |
|  | (392119) Sheet etc, cellular of plastics nes, \$37-52 | $\begin{aligned} & \mathrm{CN} \\ & 59.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 46.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 35.7 \end{aligned}$ | 185.9 |
|  | (390910) Urea resins, thiourea resins, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 122.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 8.9 \end{aligned}$ | BY 7.7 | 160.2 |


|  | (390511) Polyvinyl acetate, in aqueous dispersion, primary for, \$0-1 | FR 29.9 | $\begin{aligned} & \text { DE } \\ & 24.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 22.1 \end{aligned}$ | 141.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | AE <br> 106.3 | $\begin{aligned} & \text { CL } \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 80.3 \end{aligned}$ | 832.3 |
|  | (720310) Ferrous products from direct reduction of iron ore, \$0-5 | $\begin{aligned} & \text { CN } \\ & 307.1 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 76.7 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 63.8 \end{aligned}$ | 520.0 |
|  | (721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 34.9 \end{aligned}$ | 447.2 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | $\begin{aligned} & \text { ID } \\ & 36.7 \end{aligned}$ | 302.7 |
|  | (730420) Casings, tubing and drill pipe, for oil drilling, \$9-20 | SA 22.6 | $\begin{aligned} & \text { QA } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.8 \end{aligned}$ | 112.8 |
|  | (732591) Balls, iron or steel, cast, for grinding mills, \$1-4 | ZA 26.9 | $\begin{aligned} & \text { US } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 9.6 \end{aligned}$ | 102.9 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$9-21 | EG 57.3 | $\begin{aligned} & \text { SA } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 6.9 \end{aligned}$ | 92.5 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |


|  | (845129) Drying machines, nes, \$336-4747 | US <br> 592.2 | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2.1 \end{aligned}$ | 657.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847710) Injection-moulding machines for rubber or plastic, \$90066-209262 | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 34.5 \end{aligned}$ | 391.9 |
|  | (845811) Horizontal numerically controlled metal work lathes, \$20585-118730 | $\begin{aligned} & R U \\ & 124.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 46.3 \end{aligned}$ | 373.6 |
| Electrical, electronic equipment | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | $\begin{array}{llrl} \text { (850423) } & \text { Liquid } & \text { dielectric } \\ \text { transformers } & > & 10,000 & \text { KVA, } \\ \$ 2387-392273 \end{array}$ | FR 66.9 | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CI} \\ & 26.7 \end{aligned}$ | 442.3 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$181-360 | $\begin{aligned} & \text { US } \\ & 177.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.9 \end{aligned}$ | AU $11.3$ | 247.2 |
|  | (854190) Parts of semiconductor devices and similar devices, \$428613 | $\begin{aligned} & \mathrm{CN} \\ & 197.8 \end{aligned}$ | FR 3.7 | IT . 7 | 204.0 |
|  | (850153) AC motors, multi-phase, of an output > $75 \mathrm{~kW}, \$ 0-1991$ | US 91.6 | $\begin{aligned} & \mathrm{NL} \\ & 35.2 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 18.3 \end{aligned}$ | 199.6 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 110.8 \end{aligned}$ | 1001.2 |
|  | (870710) Bodies for passenger carrying vehicles, \$3226-7897 | $\begin{aligned} & \text { GB } \\ & 350.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.5 \end{aligned}$ | 418.4 |
|  | (870600) Motor vehicle chassis fitted with engine, \$71767-175970 | $\begin{aligned} & \mathrm{CO} \\ & 104.8 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 73.6 \end{aligned}$ | IL 63.2 | 398.4 |
|  | (870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331 | $\begin{aligned} & \text { US } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 8.1 \end{aligned}$ | 248.5 |
|  | (870790) Bodies for tractors, buses, trucks etc, \$8466-20689 | GB 74 | $\begin{aligned} & \mathrm{NL} \\ & 37.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 31.8 \end{aligned}$ | 208.5 |


| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902211) $\underset{\text { Medical }}{\text { Mpparatus, }} \mathbf{\$ 5 1 4 5 1 - 1 2 1 6 3 7}$ | $\begin{aligned} & \text { RU } \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (901320) Lasers, other than laser diodes, \$5888-14524 | US $378.7$ | TH 10 | $\begin{aligned} & \text { MY } \\ & 8.9 \end{aligned}$ | 408.6 |
|  | (903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28 | $\begin{aligned} & \text { US } \\ & 350.7 \end{aligned}$ | IN 8.8 | HK 6.6 | 376.5 |
|  | (903140) Optical instruments and appliances, nes, \$4859-11859 | $\begin{aligned} & \text { US } \\ & 117.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 109.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 62.6 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except pure-bred breeding < 50 kg , \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
| Meat and edible meat offal | (020710) Poultry, domestic, whole, fresh or chilled, \$1-5 | $\begin{aligned} & \mathrm{HK} \\ & 24.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.1 \end{aligned}$ | 120.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$510 | KW 5.7 | $\begin{aligned} & \text { AE } \\ & 4.4 \end{aligned}$ | HK 2 | 19.1 |
|  | (020210) Bovine carcasses and half carcasses, frozen, \$3-8 | CN 9.1 | $\begin{gathered} \mathrm{NL} \\ 3.2 \end{gathered}$ | $\begin{aligned} & \text { MA } \\ & 2.8 \end{aligned}$ | 17.3 |
|  | (020731) Fatty livers (geese,ducks) domestic fresh or chilled, $\$ 15-40$ | BE 3.9 | $\begin{aligned} & \text { ES } \\ & 1.2 \end{aligned}$ | DE .7 | 7.3 |
| Dairy products, eggs, honey, edible animal product nes | (041000) Edible products of animal origin nes, $\$ 5-56$ | $\begin{aligned} & \mathrm{TH} \\ & 45.9 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 11 \end{aligned}$ | $\begin{aligned} & V N \\ & 3.6 \end{aligned}$ | 68.2 |


|  | (040130) Milk and cream not <br> concentrated nor sweetened < <br> 6\% fa, \$3-5 | SG 5.6 | ID 4.8 | NZ |
| :--- | :--- | :--- | :--- | :--- | :--- |


| Vegetable plaiting materials, vegetable products nes | (140110) Bamboos used primarily for plaiting, \$0-4 | IN 17.2 | $\begin{aligned} & \text { EG } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1.4 \end{aligned}$ | 22.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Animal, vegetable fats and oils, cleavage products, etc | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$15-56 | $\begin{aligned} & \text { KR } \\ & 28.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 3.4 \end{aligned}$ | 45.9 |
|  | (151913) Tall oil fatty acids, \$12 | KR 5.2 | $\begin{gathered} \mathrm{AU} \\ 3.2 \end{gathered}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 25.0 |
|  | (151912) Oleic acid, \$1-3 | $\begin{aligned} & \mathrm{JP} \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | ZA . 8 | 16.4 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-0 | LT 3.4 | $\begin{aligned} & \text { ES } \\ & 3.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 2.4 \end{aligned}$ | 13.8 |
| Meat, fish and seafood food preparations nes | (160242) Swine shoulders \& cuts thereof, prepared or preserved, \$3-7 | CA 3.4 | NO 2 | $\begin{aligned} & \mathrm{BE} \\ & 1.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 13.7 \end{aligned}$ | $\begin{aligned} & \text { UY } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.9 \end{aligned}$ | 33.1 |
|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$716 | US 8.7 | $\begin{aligned} & \text { DE } \\ & 7.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 3.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 1.3 \end{aligned}$ | GR . 7 | 8.2 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$53170 | DE 4.3 | CO. 8 | KR . 6 | 7.8 |
|  | (210210) Yeasts, active, \$5131336 | Fl . 8 | PL 0 | RS 0 | 1.0 |

## Eswatini

## Basic statistics

| Current diversification (number of products) | 3,912 | Potential new products more complex <br> (percentage) | 70 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,424 | Export opportunity in more complex products <br> (percentage) | 49 |
| Potential new products more complex than <br> the country's average | 3,086 | Import replacement opportunity in more <br> 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 | 7 |
| Vehicles other than railway, tramway | 7 |
| Iron and steel | 6 |
| Electrical, electronic equipment | 5 |
| Plastics and articles thereof | 4 |
| Optical, photo, technical, medical, etc apparatus |  |
| 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
By regions

| 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 |
|  |  |
|  |  |


| 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 32 |
| Germany | 8 | Western Europe | 18 |
| China | 7 | Northern America | 16 |


| 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 $668.9$ | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \text { CN } \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |


| Organic chemicals |  | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | FR 95.3 | $\begin{aligned} & \text { US } \\ & 54.2 \end{aligned}$ | 684.6 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) Sheet/film not <br> cellular/reinf polyethylene <br> terephthal, \$9-21  | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | KR 45.1 | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |


|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t >10mm, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & \mathrm{RU} \\ & 40.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 27.2 \end{aligned}$ | 276.5 |
|  | (730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4 | $\begin{aligned} & \text { GB } \\ & 50.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.2 \end{aligned}$ | ID 28 | 263.9 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |


|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (847780) rubber or plastic working machines, nes, \$39520232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | PL 80.6 | 711.8 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \text { RU } \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 110.9 \end{aligned}$ | ES 66 | 568.4 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0- 13 | US $313.6$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & R U \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | TH 37.5 | 937.6 |


| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902111) Artificial joints, \$3461061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & \text { HK } \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | AT 64.3 | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Dairy products, eggs, honey, edible animal product nes | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |



| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | BE $104.1$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | $\begin{aligned} & \text { US } \\ & 41.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |




Catalogue of Diversification Opportunities 2022

## Ethiopia

## Basic statistics

| Current diversification (number of products) | 2,851 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,844 | Export opportunity in more complex products <br> (percentage) | 54 |
| Potential new products more complex than <br> the country's average | 3,098 | Import replacement opportunity in more <br> 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 | 6 |
| Iron and steel | 6 |
| Organic chemicals | 5 |
| 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 | 39 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 12 | Asia | 34 |
| China | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 15 |
| France | 6 | Eastern Europe | 8 |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Italy | 3 | South America | 3 |
| Belgium | 3 |  |  |
| Netherlands | 3 |  |  |
| Canada | 3 |  |  |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 11 | Asia | 36 |
| Germany | 10 | Western Europe | 22 |
| USA | 8 | Northern Europe | 12 |


| 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 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293390) $\quad$ Heterocyclic compounds with $\quad N$-hetero- atom(s) only, ne, $\$ 23-278$ | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |


|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | RU 81.3 | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | DK 85.4 | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | NL 86.1 | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$417 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$11 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |


|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | IN $142.5$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}$ >10mm, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | VN 65.1 | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | PH 66.1 | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity $<501$ closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | CA <br> 3149.7 | DE $1818.5$ | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |



|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |


| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { FR } \\ & 287.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 18.9 \end{aligned}$ | DE 16 | 396.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070940) Celery, other than celeriac, fresh or chilled, \$1-3 | $\begin{aligned} & \text { CA } \\ & 108.9 \end{aligned}$ | HK 4.6 | DE 4.4 | 144.2 |
|  | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | US 30.3 | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 117.6 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (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 | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN <br> 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \begin{array}{l}\text { (120810) Soya bean flour or meal, } \\ \text { \$0-3 }\end{array} & \text { AU } 3.7 & \text { SE } 2.8 & \text { CA } \\ 1.5\end{array}\right)$

|  | (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, \$510 | 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 $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 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, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | $\begin{aligned} & A U \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |


|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$12 | ES 54.3 | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
| Miscellaneous edible preparations | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | US 52.6 | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | 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, \$2046 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 1077.2 \end{aligned}$ | $\begin{aligned} & R U \\ & 149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 131.3 \end{aligned}$ | 1996.8 |
|  | (220710) Undenatured ethyl alcohol > 80\% by volume, $\$ 0-1$ | $\begin{aligned} & \text { DE } \\ & 407.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 375 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 336.6 \end{aligned}$ | 1714.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | RU 43.9 | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |

$\left.\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \begin{array}{l}\text { (230990) Animal feed } \\ \text { preparations nes, \$4-9 }\end{array} & \text { ES 50.4 } & \text { IN } \\ 37.4\end{array} \right\rvert\, \begin{array}{l}\text { PL } \\ 15.9\end{array}\right]$

## FS Micronesia

## Basic statistics

| Current diversification (number of products) | 121 | Potential new products more complex <br> (percentage) | 57 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,448 | Export opportunity in more complex products <br> (percentage) | 21 |
| Potential new products more complex than <br> the country's average | 822 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 17 | Asia | 29 |
| France | 10 | Western Europe | 24 |
| China | 5 | Northern America | 19 |
| United Kingdom | 5 | Eastern Europe | 9 |
| Germany | 5 | Northern Europe | 7 |
| Russian Federation | 4 | Southern Europe | 7 |
| Japan | 4 |  |  |
| Belgium | 3 |  |  |
| Spain | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Italy | 3 |  |  |
| Others | 24 |  |  |

## 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 |


| Dairy products, eggs, honey, edible animal product nes | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 27 |
| Russian Federation | 10 | Western Europe | 20 |
| Netherlands | 7 | Northern America | 15 |


| Germany | 6 | Eastern Europe | 15 |  |
| :--- | :--- | :--- | :--- | :--- |
| France | 6 |  | Northern Europe | 9 |
| United Kingdom | 6 | Sub-Saharan Africa | 5 |  |
| Thailand | 4 |  |  |  |
| Saudi Arabia | 3 |  |  |  |
| China | 3 |  |  |  |
| Canada | 3 |  |  |  |
| Japan | 3 |  |  |  |
| Italy | 25 |  |  |  |
| Others |  |  |  |  |

## 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, \$157352 | US <br> 3289.8 | $\begin{aligned} & \text { BE } \\ & 2563.2 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 627.7 \end{aligned}$ | 9319.5 |
|  | (300420) Antibiotics nes, in dosage, \$27-143 | US $449.9$ | $\begin{aligned} & \text { IT } \\ & 108.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 96.4 \end{aligned}$ | 1242.6 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
|  | (300450) Vitamins, derivatives,in dosage, \$1678 | $\begin{aligned} & \text { RU } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 59.2 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 35.6 \end{aligned}$ | 414.9 |




|  | (731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2 | VN $156.5$ | $\begin{aligned} & \text { FR } \\ & 90.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 33.6 \end{aligned}$ | 490.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (732599) Cast articles of iron or steel, nes, \$222 | $\begin{aligned} & \text { US } \\ & 179.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 40.5 \end{aligned}$ | 473.3 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730830) Doors, windows, frames of iron or steel, \$3-12 | $\begin{aligned} & \text { DE } \\ & 68.1 \end{aligned}$ | US 48 | $\begin{aligned} & \mathrm{PH} \\ & 34.1 \end{aligned}$ | 346.1 |
| Machinery mech appliance etc | (847990) Parts of machines and mechanical appliances nes, \$101-223 | $\begin{aligned} & \mathrm{CN} \\ & 1325.2 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 357.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 124.7 \end{aligned}$ | 2293.1 |
|  | (841810) Combined refrigerator-freezers, two door, \$272-507 | $\begin{aligned} & \text { FR } \\ & 559.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 215.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 161.8 \end{aligned}$ | 1770.3 |
|  | (841290) Parts of hydraulic/pneumatic/other power engines, \$0-17 | $\begin{aligned} & \text { ES } \\ & 299.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 157.7 \end{aligned}$ | 1239.5 |
|  | (845011) Automatic washing machines, of a dry capacity < $10 \mathrm{~kg}, \$ 196-318$ | $\begin{aligned} & \text { DE } \\ & 329.5 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 90.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 77.3 \end{aligned}$ | 1020.3 |
|  | (848299) Bearing parts, nes, \$13-59 | US $442.7$ | $\begin{aligned} & \mathrm{CN} \\ & 80.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | 687.9 |
| Electrical, electronic equipment | (850710) Lead-acid electric accumulators (vehicle), \$43-76 | $\begin{aligned} & \text { FR } \\ & 715.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 167.3 \end{aligned}$ | $\begin{aligned} & R U \\ & 159.7 \end{aligned}$ | 1540.7 |
|  | (850152) AC motors, multi-phase, of an output 0.75-75 kW, \$347-1423 | $\begin{aligned} & \text { DE } \\ & 477.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 184.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 75.3 \end{aligned}$ | 1224.8 |
|  | (854430) Ignition/other wiring sets for vehicles/aircraft/ship, \$0-20 | $\begin{aligned} & \text { IT } \\ & 229.6 \end{aligned}$ | FR 188 | $\begin{aligned} & \text { ES } \\ & 183.9 \end{aligned}$ | 1107.4 |
|  | (853400) Electronic printed circuits, \$0-66 | JP $660.1$ | $\begin{aligned} & \text { FR } \\ & 202.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 33.5 \end{aligned}$ | 1084.8 |
|  | (851830) Headphones, earphones, combinations, \$7-108 | $\begin{aligned} & \text { CN } \\ & 218.4 \end{aligned}$ | AU <br> 179.2 | $\begin{aligned} & \text { CA } \\ & 165.2 \end{aligned}$ | 1041.5 |


| Optical, photo, technical, medical, etc apparatus | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |
|  | (903290) Parts and accessories for automatic controls, \$41-198 | VN $170.4$ | JP $114.6$ | $\begin{aligned} & \text { CN } \\ & 93.9 \end{aligned}$ | 661.0 |
|  | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | $\begin{aligned} & \text { US } \\ & 186 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 57.4 \end{aligned}$ | 605.5 |
|  | (902290) Parts and accessories for radiation apparatus, \$0-93 | $\begin{aligned} & \text { FR } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 75.5 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blueveined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | FI 29.2 | 336.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$13 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$1-16 | $\begin{aligned} & \mathrm{NL} \\ & 261 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 92.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 91.7 \end{aligned}$ | 764.3 |
| Edible vegetables and certain roots and tubers | (070310) Onions and shallots, fresh or chilled, \$0-1 | GB 75 | $\begin{aligned} & \mathrm{NL} \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 694.7 |


|  | (070200) Tomatoes, fresh or chilled, \$0-2 | $\begin{aligned} & R U \\ & 102.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 61.1 \end{aligned}$ | IT 43.4 | 458.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4 | $\begin{aligned} & \text { US } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 54.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 46.7 \end{aligned}$ | 374.9 |
|  | (071290) Vegetables nes \& mixtures, dried, not further prepare, \$2-9 | $\begin{aligned} & \text { CA } \\ & 52.8 \end{aligned}$ | IT 13.8 | $\begin{aligned} & \text { DE } \\ & 11.5 \end{aligned}$ | 113.4 |
|  | (071333) Kidney beans and white pea beans dried shelled, \$0-2 | $\begin{aligned} & \text { TR } \\ & 48.7 \end{aligned}$ | ES 7.7 | $\begin{aligned} & \text { BG } \\ & 6.9 \end{aligned}$ | 106.8 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | US $281.9$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081340) Fruits, dried nes, \$314 | NL 8.4 | DE 6.7 | RU 5.4 | 49.3 |
|  | (080110) Coconuts, fresh or dried, \$1-4 | $\begin{aligned} & \text { IN } \\ & 26.4 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 1.6 \end{aligned}$ | PS . 6 | 31.6 |
| Coffee, tea, mate and spices | (090420) Capsicum or Pimenta, dried, crushed or ground, \$2-8 | $\begin{aligned} & \mathrm{TH} \\ & 140.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 32.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 12.1 \end{aligned}$ | 234.9 |
|  | (090230) Tea, black (fermented or partly) in packages < 3 kg , \$624 | $\begin{aligned} & \text { US } \\ & 28.4 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 5.5 \end{aligned}$ | 99.9 |
|  | (091091) Mixtures of spices, \$310 | $\begin{aligned} & \text { DE } \\ & 20.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 11.2 \end{aligned}$ | 95.7 |
|  | (090411) Pepper of the genus Piper, whole, \$3-14 | VN 19 | $\begin{aligned} & \text { PH } \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 10.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { NE } \\ & 266.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 188.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 162.7 \end{aligned}$ | 1379.5 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |


| Animal,vegetable fats and oils, cleavage products, etc | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (151620) Veg fats, oils or fractions esterified, \$1-5 | $\begin{aligned} & \mathrm{CN} \\ & 21.3 \end{aligned}$ | ID 9.1 | JP 8.8 | 99.9 |
| Sugars and sugar confectionery | (170199) Refined sugar, in solid form, nes, pure sucrose, \$0-2 | $\begin{aligned} & \text { ET } \\ & 87.2 \end{aligned}$ | IT 74.9 | $\begin{aligned} & \mathrm{AO} \\ & 59.5 \end{aligned}$ | 554.0 |
|  | $(170410)$ Chewing gum <br> containing sugar, except <br> medicinal, $\$ 2-10$   | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoapreparations | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180500) Cocoa powder, unsweetened, \$2-6 | $\begin{aligned} & \text { US } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 31.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 16.6 \end{aligned}$ | 223.3 |
|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | $\begin{aligned} & \text { ID } \\ & 31.7 \end{aligned}$ | FI 24.7 | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190230) Pasta except uncooked or stuffed, \$1-3 | $\begin{aligned} & \text { CA } \\ & 33.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.4 \end{aligned}$ | CN 33 | 357.0 |
|  | (190410) Cereal foods obtained by swelling, roasting of cereal, \$2-5 | $\begin{aligned} & \text { US } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 22.1 \end{aligned}$ | 330.0 |



|  | (220900) Vinegar substitutes for vinegar acetic acid, \$1-2 | and <br> from | $\begin{aligned} & \text { CA } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 14.9 \end{aligned}$ | RU 7.1 | 72.2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residues, wastes of food industry, animal fodder | (230990) Animal preparations nes, \$0-4 | feed | $\begin{aligned} & \text { TH } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 77.7 \end{aligned}$ | $\begin{aligned} & \text { PS } \\ & 58.3 \end{aligned}$ | 802.1 |

## Faeroe Isds

## Basic statistics

| Current diversification (number of products) | 909 | Potential new products more complex <br> (percentage) | 63 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,054 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 2,556 | Import replacement opportunity in more <br> 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 | 7 |
| Organic chemicals | 6 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Iron and steel | 4 |
| Vehicles other than railway, tramway | 3 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Articles of iron or steel | 3 |
| Miscellaneous chemical products | 38 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 12 | Asia | 36 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 14 |
| Germany | 5 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 7 |
| India | 3 | South America | 3 |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Belgium | 3 |  |  |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 29 |  |  |

## 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 | 26 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 38 |
| United Kingdom | 8 | Western Europe | 18 |
| China | 7 | Northern America | 12 |


| 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, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |



|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | PH 39.2 | $\begin{aligned} & \text { NZ } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 29.3 \end{aligned}$ | 333.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | BE $133.5$ | 1065.9 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}$, C $<.25 \%$, \$0-0 | BE 92.6 | $\begin{aligned} & \text { TH } \\ & 89.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (731021) Cans, iron/steel, capacity <br> <50l closed by crimp/solde, \$0-2 | $\begin{aligned} & \text { NL } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |



| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | $\qquad$ apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & J P \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, $\$ 2-$ 12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |


|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \text { CN } \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$16 | $\begin{aligned} & \mathrm{AE} \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080930) Peaches, nectarines, fresh, \$1-2 | $\begin{aligned} & \text { RU } \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 36.6 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 22.4 \end{aligned}$ | 168.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110812) Maize (corn) starch, \$01 | DE 9.7 | BE 6.1 | NL 5.3 | 56.1 |
|  | (110311) Wheat meal, \$1-3 | $\begin{aligned} & \mathrm{NG} \\ & 4.2 \end{aligned}$ | PL 2.3 | US . 6 | 7.8 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120600) Sunflower seeds, \$0-4 | AE $33.2$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |



|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
|  | (160416) Anchovies, prepared or preserved, not minced, \$7-16 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | ES 8.7 | DE 4.2 | 28.6 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | FI 10.7 | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | 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, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \text { NL } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \mathrm{AE} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |


| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | US $34.3$ | AL $12.4$ | 145.1 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$12 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
| Miscellaneous edible preparations | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | UZ 9.4 | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | IT 10.8 | AT 3.3 | 72.2 |
|  | (210500) Ice cream and other edible ice, \$5-10 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | NL 8.9 | HK 6.1 | 56.5 |
|  | (210610) Protein concentrates and textured protein substances, \$13-28 | $\begin{aligned} & \text { FR } \\ & 12.6 \end{aligned}$ | NL 7.3 | AU 6.1 | 44.2 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Falkland Isds (Malvinas)

## Basic statistics

| Current diversification (number of products) | 175 | Potential new products more complex <br> (percentage) | 40 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,990 | Export opportunity in more complex products <br> (percentage) | 10 |
| Potential new products more complex than <br> the country's average | 805 | Import replacement opportunity in more <br> 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 | 4 |
| Organic chemicals | 5 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 19 | Asia | 34 |
| France | 5 | Northern America | 22 |
| Thailand | 5 | Western Europe | 17 |
| Germany | 5 | Eastern Europe | 8 |
| Japan | 4 | Northern Europe | 7 |
| Rep. of Korea | 4 | Southern Europe | 6 |
| China | 4 |  |  |
| United Kingdom | 4 |  |  |
| Netherlands | 3 |  |  |
| Italy | 3 |  |  |
| Canada | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 25 |  |  |

## 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 |


| 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 | ( |

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 |


| 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
$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline \text { Product category } & \begin{array}{l}\text { (HS code) Product description, } \\ \text { unit price range }\end{array} & \begin{array}{l}\text { Top growing markets (USD } \\ \text { million) }\end{array} & \begin{array}{l}\text { Export } \\ \text { opportunity }\end{array} \\ \text { (USD million) }\end{array}\right]$


| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < 6 mm , \$0202 | US $3499.8$ | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 351.4 \end{aligned}$ | 4988.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (441300) Densified wood, in blocks, plates, strips or profile, \$04 | US 10 | DK 4.3 | $\begin{aligned} & \text { CN } \\ & 3.6 \end{aligned}$ | 38.9 |
|  | (441700) Tools, broom handles, bodies, etc, of wood, \$0-2 | FR 12.6 | $\begin{aligned} & \text { DO } \\ & 2.1 \end{aligned}$ | $\begin{aligned} & \mathrm{MA} \\ & 1.5 \end{aligned}$ | 30.9 |
|  | (440122) Wood in chips, nonconiferous, \$0-4 | US 9.4 | IT 3.8 | ES 3.1 | 25.7 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720922) Cold rolled iron or nonalloy steel, coil, width >600mm, t 1 3 mm , nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
|  | (720821) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | SA 90.4 | JP 56 | $\begin{aligned} & \text { TR } \\ & 40.9 \end{aligned}$ | 438.8 |
|  | (721012) Flat rolled iron or nonalloy steel, coated with tin, w $>600 \mathrm{~mm}, \mathrm{t}<0.5 \mathrm{~m}, \$ 0-1$ | PH 43.8 | $\begin{aligned} & \text { UA } \\ & 26.4 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 19.6 \end{aligned}$ | 268.6 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | 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 <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (731021) Cans, iron/steel, capacity $<50$ l closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |



|  | (900219) Objective lenses, nes, <br> $\$ 151-910$ | HK <br> 226.3 | JP <br> 29.3 | US <br> 19.2 | 320.6 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (901832) Tubular metal needles <br> and needles for sutures, $\$ 23-142$ | US <br> 159.1 | TH <br> 27.4 | DE <br> 17.9 | 307.4 |
|  | (903290) Parts and accessories <br> for automatic controls, $\$ 198-432$ | IN <br> 103.4 | PT <br> 23.3 | US <br> 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, <br> crustaceans, molluscs, aquatic invertebrates nes | (030614) Crabs, frozen, \$6-24 | $\begin{aligned} & \text { JP } \\ & 482.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 135.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 23.7 \end{aligned}$ | 736.3 |
| Dairy products, eggs, honey, edible animal product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080410) Dates, fresh or dried, \$16 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | $\begin{aligned} & \text { QA } \\ & 76 \end{aligned}$ | 743.2 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |



|  | (200590) Veg nes, mixes, prepared/preserved, frozen/vinega, \$4-8 | $\begin{aligned} & \text { FR } \\ & 33.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | JP 5 | 66.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200892) Fruit mixtures, otherwise prepared or preserved, \$1-8 | $\begin{aligned} & \text { US } \\ & 23.3 \end{aligned}$ | GB 6.8 | $\begin{aligned} & \text { CA } \\ & 5.2 \end{aligned}$ | 58.4 |
|  | (200880) Strawberries, otherwise prepared or preserved, \$1-5 | DE 9.7 | GB 3.5 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | 26.1 |
| Miscellaneous edible preparations | (210420) Homogenised composite food preparations, \$2-8 | $\begin{aligned} & \text { US } \\ & 12.5 \end{aligned}$ | KZ 6.8 | $\begin{aligned} & \mathrm{PL} \\ & 3.6 \end{aligned}$ | 43.9 |
|  | (210130) Chicory \& other coffee substitutes, roasted \& product, \$314 | DE 4 | IT 2.2 | $\begin{aligned} & \mathrm{RU} \\ & 1.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{KR} \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 6.2 \end{aligned}$ | 60.1 |

## Fiji

## Basic statistics

| Current diversification (number of products) | 1,945 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,421 | Export opportunity in more complex products <br> (percentage) | 40 |
| Potential new products more complex than <br> the country's average | 3,435 | Import replacement opportunity in more <br> 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 | 6 |
| Iron and steel | 6 |
| Vehicles other than railway, tramway | 6 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| Articles of iron or steel | 2 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 37 |
| China | 8 | Western Europe | 21 |
| Germany | 7 | Northern America | 15 |
| France | 6 | Eastern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Canada | 3 |  |  |
| Others | 28 |  |  |

## 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 |
| Meat and edible meat offal | 12 |


| 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 | 2 |
|  | 2 |

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 |


| France | 6 |
| :--- | :--- |
| Netherlands | 4 |
| Viet Nam | 3 |
| Japan | 3 |
| China, Hong Kong SAR | 3 |
| Others | 23 |


| Eastern Europe | 5 |
| :--- | :--- |
| 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 |  |
| Inorganic chemicals, precious metal compound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE 668.9 | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \mathrm{AE} \\ & 51.2 \end{aligned}$ | 521.3 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | FR 74.8 | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US $671.9$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | IN 64.7 | 939.2 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MY} \\ & 75.5 \end{aligned}$ | 870.1 |


| Iron and steel | (721049) Flat rolled iron or non-alloy <br> steel, coated with zinc, width >600mm, <br> ne, \$0-0 | FR |
| :--- | :--- | :--- | :--- | :--- | :--- |



| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 3223.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 173.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 158 \end{aligned}$ | 4217.9 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (021020) Bovine meat salted, dried or smoked, \$6-22 | ES 8.5 | IT 4.2 | $\begin{aligned} & \text { GB } \\ & 3.8 \end{aligned}$ | 23.1 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | HK 9.6 | TH 2.5 | AT 2.3 | 20.6 |
| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | FI 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030614) Crabs, frozen, \$24-51 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | DE 2.9 | 167.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |


|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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 product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R \cup \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |



|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$38 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{aligned} & \text { MY } \\ & 1.4 \end{aligned}$ | 32.6 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE <br> 137.6 | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180400) Cocoa butter, fat, oil, \$0-5 | $\begin{aligned} & \text { FR } \\ & 214.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 65.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 28.3 \end{aligned}$ | 423.2 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | US 59.1 | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$24 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |



|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Finland

## Basic statistics

| Current diversification (number of products) | 15,572 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 906 | Export opportunity in more complex products <br> (percentage) | 48 |
| Potential new products more complex than <br> the country's average | 650 | Import replacement opportunity in more <br> 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 | 24 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 34 |
| Italy | 8 | Western Europe | 17 |
| China | 8 | Northern America | 17 |
| France | 5 | Southern Europe | 12 |
| Germany | 4 | Eastern Europe | 6 |
| Netherlands | 4 | Northern Europe | 5 |
| Singapore | 4 | South America | 4 |
| India | 3 |  |  |
| United Kingdom | 3 |  |  |
| Belgium | 3 |  |  |
| Others | 26 |  |  |

## 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 | 60 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | 12 |
| Meat, fish and seafood food preparations nes | 11 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China, Hong Kong SAR | 30 | Asia | 43 |
| France | 19 | Western Europe | 32 |
| Thailand | 5 | Southern Europe | 7 |
| Germany | 5 | Northern Europe | 7 |
| USA | 4 | Northern America | 6 |
| Netherlands | 4 |  |  |
| Portugal | 3 |  |  |
| Spain | 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 |  |
| Inorganic chemicals, precious metal compound, isotopes | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.5 \end{aligned}$ | 610.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$0-195 | $\begin{aligned} & C N \\ & 355.5 \end{aligned}$ | PL 4.2 | $\begin{aligned} & \text { US } \\ & 2.2 \end{aligned}$ | 363.7 |
|  | (283311) Disodium sulphate, \$0-0 | $\begin{aligned} & \text { BR } \\ & 48.1 \end{aligned}$ | CZ 9.7 | $\begin{aligned} & \text { GT } \\ & 6.9 \end{aligned}$ | 115.6 |
|  | (284330) Gold compounds, \$52723971 | $\begin{aligned} & \text { AE } \\ & 42.4 \end{aligned}$ | CZ 21 | PL 6.1 | 91.0 |
|  | (280469) Silicon, <99.99\% pure, \$0-1 | $\begin{aligned} & \text { BH } \\ & 23.4 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 10.9 \end{aligned}$ | 77.3 |
| Organic chemicals | (290122) Propene (propylene), \$0-7 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | FR 152 | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$14264982 | GB 147 | $\begin{aligned} & \text { SG } \\ & 106.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.5 \end{aligned}$ | 400.5 |
|  | (290110) Saturated acyclic hydrocarbons, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 62.6 \end{aligned}$ | JP 55.4 | $\begin{aligned} & \text { EE } \\ & 24.1 \end{aligned}$ | 203.2 |
|  | (293410) Heterocyclic compounds with an unfused thiazole ring, \$34-246 | $\begin{aligned} & \mathrm{BR} \\ & 53.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 49.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 23.4 \end{aligned}$ | 197.6 |
|  | (294190) Antibiotics nes, in bulk, \$401910 | $\begin{aligned} & \text { US } \\ & 68.2 \end{aligned}$ | JP 27.1 | $\begin{aligned} & \mathrm{IN} \\ & 21.7 \end{aligned}$ | 177.9 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | $\begin{aligned} & \text { US } \\ & 1677.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |




|  | (870600) Motor vehicle chassis fitted with engine, \$71767-175970 | $\begin{aligned} & \mathrm{CO} \\ & 104.8 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 73.6 \end{aligned}$ | $\begin{aligned} & \text { IL } \\ & 63.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 27.4 \end{aligned}$ | PL 9.3 | $\begin{aligned} & \mathrm{HU} \\ & 4.7 \end{aligned}$ | 51.1 |
|  | (871493) Bicycle hubs, free-wheel sprocket wheels, \$51-113 | FR 7.9 | DE 5.5 | $\begin{aligned} & \mathrm{CH} \\ & 1.5 \end{aligned}$ | 18.2 |
| Optical, photo, technical, medical, etc apparatus | $\begin{aligned} & (901811) \quad \text { Electro-cardiographs, } \\ & \$ 1100-2726 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 467.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 12.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 1.2 \end{aligned}$ | 483.0 |
|  | (900661) Photographic discharge lamp flashlight apparatus, \$0-113 | $\begin{aligned} & \mathrm{CN} \\ & 153.8 \end{aligned}$ | DE 6.7 | CA 3 | 173.7 |
|  | (902830) Electricity supply, production and calibrating meters, \$521-1630 | $\begin{aligned} & \text { IT } \\ & 154.9 \end{aligned}$ | SG 2.8 | $\begin{aligned} & C N \\ & 2.5 \end{aligned}$ | 167.9 |
|  | (902810) Gas <br> supply/production/calibration  <br> $\$ 0-48$ meters, | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 24.2 \end{aligned}$ | IN 8.8 | 122.3 |
|  | (903020) Cathode-ray oscilloscopes, oscillographs, \$479-4820 | $\begin{aligned} & \mathrm{KR} \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \mathrm{GB} \\ & 27.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.7 \end{aligned}$ | 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 purebred 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, \$514 | US 9.1 | $\begin{aligned} & \text { DE } \\ & 7.9 \end{aligned}$ | JP 5 | 42.6 |


| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030250) Cod, fresh or chilled, whole, \$5-12 | $\begin{aligned} & \mathrm{NL} \\ & 32.3 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 11.3 \end{aligned}$ | 78.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030710) Oysters, \$6-13 | US 5.8 | $\begin{aligned} & \mathrm{CN} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.1 \end{aligned}$ | 28.2 |
|  | (030262) Haddock, fresh or chilled, whole, \$2-9 | GB 9 | $\begin{aligned} & \text { FR } \\ & 3.6 \end{aligned}$ | IE . 3 | 13.6 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \text { HK } \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 194.0 |
|  | (041000) Edible products of animal origin nes, \$5-56 | $\begin{aligned} & \mathrm{TH} \\ & 45.9 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 11 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 3.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 1.4 \end{aligned}$ | 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 | Fl 13.5 | GB | $\begin{aligned} & \text { US } \\ & 2.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 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 | Fl . 4 | CN 0 | IN 0 | 0.4 |


| Meat, fish and seafood food preparations nes | (160249) Swine meat or offal nes, prepared, preserved, not live, \$8-14 | $\begin{aligned} & \text { DE } \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.8 \end{aligned}$ | 85.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14 | $\begin{aligned} & \text { FR } \\ & 11.1 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.1 \end{aligned}$ | 22.4 |
| Sugars and sugar confectionery | (170260) Fructose, syrup > 50\% fructose, not pure fructose, \$0-1 | US 4.1 | $\begin{aligned} & \text { PL } \\ & 2.4 \end{aligned}$ | $\begin{gathered} \text { FR } \\ 1.8 \end{gathered}$ | 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 | $\begin{aligned} & \text { DE } \\ & 7.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 3.2 \end{aligned}$ | 32.8 |

## Fr. South Antarctic Terr.

## Basic statistics

| Current diversification (number of products) | 129 | Potential new products more complex <br> (percentage) | 63 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,307 | Export opportunity in more complex products <br> (percentage) | 22 |
| Potential new products more complex than <br> the country's average | 1,458 | Import replacement opportunity in more <br> 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 |
| Sum of others with smaller share | 2 |
| Iron and steel | 2 |
| Pr | 4 |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 16 | Asia | 34 |
| France | 7 | Western Europe | 19 |
| China | 6 | Northern America | 18 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Thailand | 4 | Northern Europe | 7 |
| Italy | 3 | South America | 3 |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 27 |  |  |

## 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 product nes | 14 |


| 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 |
| Sum of others with smaller share | 1 |
| Milling products, malt, starches, inulin, wheat gluten | 1 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 28 |
| France | Western Europe | 20 |  |
| Russian Federation | 8 | Northern America | 17 |
| United Kingdom | 8 | Northern Europe | 13 |
| Netherlands | 5 | Eastern Europe | 12 |


| Japan | 4 |
| :--- | :--- |
| 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 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | US <br> 113.1 | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
|  | (293100) Organo-inorganic compounds, nes, \$318 | $\begin{aligned} & \text { BR } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 31.3 \end{aligned}$ | 593.9 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 3812.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 142.8 \end{aligned}$ | 5488.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |


|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
| Paper \&paperboard,articles of pulp,paper andboard | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  |  | US $107.5$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | $\begin{aligned} & \text { US } \\ & 1437.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | $\begin{aligned} & \text { FR } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 127.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 99.3 \end{aligned}$ | 589.3 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
| Articles of apparel, accessories, | (620293) Womens, girls anoraks etc of manmade fibres, not knit, \$0-19 | $\begin{aligned} & \text { US } \\ & 270.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 69.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 19.1 \end{aligned}$ | 418.4 |


| not knit <br> crochet |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
|  | (841360) Rotary positive displacement pumps nes, \$0-112 | $\begin{aligned} & \mathrm{CN} \\ & 190.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 153.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 92.2 \end{aligned}$ | 608.7 |
|  | (841430) Compressors for refrigerating equipment, \$0-83 | $\begin{aligned} & \text { DE } \\ & 80.7 \end{aligned}$ | $\begin{aligned} & C Z \\ & 80.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 79.7 \end{aligned}$ | 548.0 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| Optical, photo, technical, medical, etc apparatus | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 57.4 \end{aligned}$ | 605.5 |
|  | (902190) Orthopaedic appliances, nes, \$10392359 | $\begin{aligned} & \text { GB } \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 63.1 \end{aligned}$ | 603.2 |
|  | (901910) Massage and psychological aptitudetest apparatus, \$14-70 | $\begin{aligned} & \text { US } \\ & 370.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 20.6 \end{aligned}$ | 518.1 |


| (902920) <br> stroboscopes, $\$ 119-141$ |  | Speed indicators, | tachometers, | GB | KR | AT |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 139.7 | 68.9 | 54.8 |  |  |  |  |

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 |  |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030420) Fish fillets, frozen, \$10-20 | $\begin{aligned} & \text { JP } \\ & 122.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 55.3 \end{aligned}$ | 336.3 |
|  | (030559) Dried fish, other than cod, not smoked, \$3-16 | PT 16 | $\begin{aligned} & \mathrm{RU} \\ & 15.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 14.3 \end{aligned}$ | 94.9 |
|  | (030379) Fish nes, frozen, whole, \$5-11 | FR 4.8 | $\begin{aligned} & N Z \\ & 3.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 3.2 \end{aligned}$ | 23.3 |
|  | (030739) Mussels, frozen, dried, salted or in brine, \$3-8 | US 5.3 | AE . 7 | $\begin{aligned} & \text { CA } \\ & .4 \end{aligned}$ | 9.0 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & S A \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040110) Milk not concentrated nor sweetened < 1\% fat, \$0-0 | $\begin{aligned} & \text { IT } \\ & 35.4 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 24.8 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 4.7 \end{aligned}$ | 79.9 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |



|  | (110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13 | CA 13 | $\begin{aligned} & \text { DE } \\ & 7.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 3.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { RU } \\ & 25.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 6.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 3.5 \end{aligned}$ | 68.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | $\begin{aligned} & \text { US } \\ & 41.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1.5 \end{aligned}$ | 64.1 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$6-139 | NL 4.9 | JP 4.6 | $\begin{gathered} \mathrm{AU} \\ 3.8 \end{gathered}$ | 35.3 |
|  | (120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8 | IT 1.2 | PL . 7 | $\begin{aligned} & \text { DK } \\ & .5 \end{aligned}$ | 5.0 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \text { NL } \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | ES $55.9$ | 564.0 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 38 \end{aligned}$ | 395.7 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 1.9 \end{aligned}$ | 16.4 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | $\begin{aligned} & \text { SA } \\ & 8.2 \end{aligned}$ | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |



|  |  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous preparations | edible | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  |  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  |  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  |  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & P L \\ & 5.6 \end{aligned}$ | 145.1 |
|  |  | (210320) Tomato ketchup and other tomato sauces, \$1-2 | $\begin{aligned} & \mathrm{NO} \\ & 12.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 11.4 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 9.4 \end{aligned}$ | 125.1 |

## France

## Basic statistics

| Current diversification (number of products) | 27,302 | Potential new products more complex <br> (percentage) | 97 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 237 | Export opportunity in more complex products <br> (percentage) | 75 |
| Potential new products more complex than <br> the country's average | 229 | Import replacement opportunity in more <br> 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 | 4 |
| Organic chemicals | 4 |
| Inorganic chemicals, precious metal compound, isotopes | 4 |
| Live animals | 2 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| Japan | 17 | Asia | 62 |
| Italy | 14 |  | Southern Europe |
| Pakistan | 14 | Western Europe | 9 |
| China | 11 |  | Northern America |
| India | 7 | 4 |  |
| Germany | 5 |  |  |
| Thailand | 4 |  | 4 |
| USA | 3 |  |  |
| Indornern Europe | 4 |  |  |
| Others | 9 |  |  |

## 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 |
| :---: | :---: | :---: | :---: |
| Top markets for potential new agri-business products (percentage of export opportunities) |  |  |  |
| By countries |  | By regions |  |
| Country | Percent | Region | Percent |
| Germany | 96 | 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 | $\begin{aligned} & \text { DE } \\ & 36.1 \end{aligned}$ | IE 0 |  | 36.1 |
| Inorganic chemicals, precious metal compound, isotopes | (284310) Colloidal precious metals, \$1654-7075 | $\begin{aligned} & \text { ID } \\ & 45.6 \end{aligned}$ | BE . 1 | BY . 1 | 46.0 |
|  | (280450) Boron, tellurium, \$1140-2926 | KR 1.6 | $\begin{aligned} & \mathrm{CN} \\ & 1.4 \end{aligned}$ | JP . 3 | 3.4 |
|  | (283319) Sodium sulphates other than disodium sulphate, \$4-10 | SN 1 | IN . 5 | $\begin{aligned} & \text { CG } \\ & .2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{IN} \\ & 15.7 \end{aligned}$ | $\begin{gathered} \mathrm{NL} \\ 1.1 \end{gathered}$ | KR . 9 | 17.9 |


|  | (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 | $\begin{aligned} & \text { SG } \\ & .2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CO } \\ & .2 \end{aligned}$ | 5.1 |
| Iron and steel | (721913) Hot rolled stainless steel coil, w $>600 \mathrm{~mm}, \mathrm{t} 3-4.75 \mathrm{~mm}, \$ 3-5$ | $\begin{aligned} & \mathrm{CN} \\ & 22.2 \end{aligned}$ | 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, \$02 | RO 9.7 | $\begin{aligned} & \mathrm{KR} \\ & 2.8 \end{aligned}$ | IN 2 | 18.1 |
|  | (810193) Wire, tungsten (wolfram), \$295667 | 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 sintere, \$250-537 | CH. 2 | ZA . 1 | DE .1 | 0.7 |
| Machinery \& mech appliance etc | (841989) Machinery for treatment by temperature change nes, \$28821-105099 | $\begin{aligned} & \text { PK } \\ & 149.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 56.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 24.3 \end{aligned}$ | 241.7 |



|  | (901190) Parts and accessories for optical microscopes, \$978-1196 | JP 9.9 | Fl 1.1 | $\begin{aligned} & \mathrm{HU} \\ & .8 \end{aligned}$ | 12.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (900691) Parts and accessories for photographic cameras, \$552-1430 | DE 5 | $\begin{aligned} & \text { DK } \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 1.7 \end{aligned}$ | 11.8 |
|  | (902810) Gas <br> supply/production/calibration  <br> $\$ 921-2229$ meters, | US 2.7 | $\begin{aligned} & \text { UA } \\ & 1.5 \end{aligned}$ | CN 1 | 9.9 |
| Clocks and watches and parts thereof | (911012) Incomplete movements of watches, assembled, \$1097-1633 | $\begin{aligned} & H K \\ & 15.2 \end{aligned}$ | CN 0 | DE 0 | 15.2 |
|  | (911090) Clock movements, un/partly assembled, rough clocks, \$1138-1509 | PH . 9 | CH. 1 | $\begin{aligned} & \text { AU } \\ & .1 \end{aligned}$ | 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 | CNO | 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, \$2437 | $\begin{aligned} & \text { DE } \\ & 36.1 \end{aligned}$ | IE 0 |  | 36.1 |
| Products of animal origin, nes | (050290) Hair \& waste of badger and of other brush making hair, \$362-2029 | LK . 3 | Fl 0 | AT 0 | 0.3 |
|  | (050290) Hair \& waste of badger and of other brush making hair, \$99-234 | LK. 1 | $\begin{aligned} & \mathrm{BR} \\ & .1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & .1 \end{aligned}$ | 0.3 |


| 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) $\quad$ Tea, $\quad$ green (unfermented) in packages $>3 \mathrm{~kg}$, $\$ 515+$ | Fl 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 | $\begin{aligned} & \mathrm{BM} \\ & 0 \end{aligned}$ | IN 0 | 0.1 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$14-30 | SA 0 | NZ 0 | $\begin{aligned} & \mathrm{CH} \\ & 0 \end{aligned}$ | 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 | $R \cup 0$ | 0.2 |
|  | (151930) Industrial fatty alcohols, \$321+ | KW . 1 | GR 0 | SG 0 | 0.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$4978 | 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 <br> (percentage) | 66 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,708 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 2,460 | Import replacement opportunity in more <br> 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 | 6 |
| Organic chemicals | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Iron and steel | 4 |
| Articles of iron or steel | 6 |
| Paper \& paperboard, articles of pulp, paper and board | 4 |
| Pharmaceutical products | 3 |
| Wood and articles of wood, wood charcoal |  |
| Sum others with smaller share | 3 |
|  | 40 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 35 |
| France | 6 | Western Europe | 20 |
| China | 5 | Northern America | 18 |
| Germany | 5 | Eastern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Italy | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 27 |  |  |
|  |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 13 | Asia | 40 |
| USA | 11 | Western Europe | 16 |
| United Kingdom | 7 | Northern Europe | 15 |


| 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 <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293390) Heterocyclic <br> compounds with N -hetero-atom(s)  <br> only, ne, $\$ 23-278$  | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |


|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \mathrm{RU} \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | PS 87.2 | $\begin{aligned} & \text { IE } \\ & 59.8 \end{aligned}$ | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$11 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | BE $207.5$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 64.7 \end{aligned}$ | 939.2 |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < 6 mm , \$0202 | US $3499.8$ | IT $574.8$ | $\begin{aligned} & \mathrm{CN} \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | US $1396.3$ | $\begin{aligned} & \text { BE } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 63.8 \end{aligned}$ | 1692.2 |
|  | (440130) Sawdust, wood waste or scrap, \$0-0 | IT 166.6 | $\begin{aligned} & \text { DK } \\ & 146.5 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 109.6 \end{aligned}$ | 608.4 |
|  | (441119) Fibreboard $>0.8 \mathrm{~g} / \mathrm{cm} 2$ worked/surface covered, \$0-0 | $\begin{aligned} & \text { FR } \\ & 190.1 \end{aligned}$ | US $123.6$ | ES 27 | 571.3 |
|  | (441119) Fibreboard $>0.8 \mathrm{~g} / \mathrm{cm} 2$ worked/surface covered, \$0-1 | VN 29.8 | GB 26 | $\begin{aligned} & \mathrm{NL} \\ & 22.7 \end{aligned}$ | 275.0 |


| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | TH 42.1 | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or nonalloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | FR 263 | IT 60.8 | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |


|  | (730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and <br> mechanical appliances nes, <br> \$2729-6609   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | IT 232.7 | AE $116.2$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
| :---: | :---: | :---: | :---: | :---: |
| (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| (902111) Artificial joints, \$3461061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |

Potential new agri-business products with higher export opportunity and top 3 growing markets


|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US <br> 36.3 | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \text { RU } \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070700) Cucumbers and gherkins, fresh or chilled, \$0-2 | US 31 | $\begin{aligned} & \text { SK } \\ & 7.5 \end{aligned}$ | KZ 5.6 | 75.5 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | $\begin{aligned} & K R \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |


|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080520) Mandarin, clementine \& citrus hybrids, fresh or dried, \$0-1 | $\begin{aligned} & \text { RU } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 79.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.9 \end{aligned}$ | 243.7 |
|  | (081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12 | CA 1.9 | $\begin{gathered} \text { GB } \\ 1.1 \end{gathered}$ | NL 1 | 9.8 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \mathrm{NP} \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120600) Sunflower seeds, \$0-4 | $\begin{aligned} & \mathrm{AE} \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | $\begin{aligned} & \text { SE } \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \text { NO } \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | IN 54.7 | $\begin{aligned} & \text { SA } \\ & 8.8 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 8.3 \end{aligned}$ | 124.6 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP <br> 140.7 | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |


|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \mathrm{GB} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.6 \end{aligned}$ | 67.6 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{aligned} & \text { MY } \\ & 1.4 \end{aligned}$ | 32.6 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | JP $120.9$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180610) Cocoa powder, sweetened, \$2-8 | NL 5.8 | AT 5 | $\begin{aligned} & \text { TH } \\ & 3.5 \end{aligned}$ | 36.2 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 k, \$ 7-14$ | HK 5.9 | $\begin{aligned} & \text { AE } \\ & 4.2 \end{aligned}$ | SG 3 | 24.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |



## Gabon

## Basic statistics

| Current diversification (number of products) | 1,450 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,026 | Export opportunity in more complex products <br> (percentage) | 45 |
| Potential new products more complex than <br> the country's average | 3,022 | Import replacement opportunity in more <br> 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 | 6 |
| Iron and steel | 6 |
| Organic chemicals | 5 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Vehicles other than railway, tramway | 3 |
| 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
By regions

| 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 |


| 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 product nes | 17 |
| Edible fruit, nuts, peel of citrus fruit, melons | 12 |


| 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 |
| Sum of others with smaller share | 2 |
| Miscellaneous edible preparations | 2 |
| Sugars sugar confectionery | 2 |
|  | 2 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 32 |
| Germany | 11 | Western Europe | 25 |
| China | 8 | Northern America | 13 |
| France | 7 | Northern Europe | 12 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290122) Propene (propylene), \$0-7 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \text { AU } \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |



|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0 | VN $261.3$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 $>406 \mathrm{~mm}$, $\$ 0-1$ | $\begin{aligned} & R U \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Machinery \& mech appliance etc | (842952) Shovels and excavators with revolving superstructure, \$3626986767 | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | US <br> 867.9 | $\begin{aligned} & R U \\ & 663.9 \end{aligned}$ | 3641.9 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |


|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE $116.2$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 61.5 \end{aligned}$ | 712.3 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (871639) Trailers nes for the transport of goods, \$0-3750 | CA 918 | $\begin{aligned} & \text { US } \\ & 229.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.6 \end{aligned}$ | 1259.6 |
|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514 | $\begin{aligned} & \text { IT } \\ & 273.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 175.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 73.3 \end{aligned}$ | 1238.7 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & C N \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |


|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE <br> 79.7 | 886.2 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |
|  | (902140) Hearing aids, except parts <br> and accessories, $\$ 85-242$ | FR <br> 373.8 | NL <br> 146.2 | GB <br> 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 111.3 \end{aligned}$ | 1720.9 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | 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 | $\begin{aligned} & C D \\ & 2.4 \end{aligned}$ | 17.7 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |


|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible vegetables and certain roots and tubers | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | 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, \$01 | GB 13 | $\begin{aligned} & \text { BR } \\ & 10.3 \end{aligned}$ | LK 9.7 | 72.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AE} \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US <br> 191.6 | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |


|  | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \mathrm{NP} \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120600) Sunflower seeds, \$0-4 | AE $33.2$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (150990) Olive oil, fractions, refined, not chemically modifie, \$0-2 | IT 75.8 | $\begin{aligned} & \text { PT } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.8 \end{aligned}$ | 242.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | CZ 1.9 | 16.4 |




|  | (220720) Ethyl alcohol and other <br> spirits, denatured, \$0-2 | AE <br> 91.8 | GB <br> 68.6 | DE <br> 57.3 | 390.9 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (220600) Fermented beverages <br> nes (eg cider, perry, mead, etc), <br> \$0-1 | RU <br> 43.9 | GB | BW <br> 13.9 | 133.4 |

## Gambia

## Basic statistics

| Current diversification (number of products) | 581 | Potential new products more complex <br> (percentage) | 70 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,293 | Export opportunity in more complex products <br> (percentage) | 32 |
| Potential new products more complex than <br> the country's average | 2,299 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 4 |
|  |  |

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

By countries By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 16 | Asia | 34 |
| France | 7 | Western Europe | 20 |
| Germany | 5 | Northern America | 18 |
| United Kingdom | 4 | Eastern Europe | 8 |
| China | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Japan | 4 | South America | 3 |
| India | 3 |  |  |
| \|taly | 3 |  |  |
| Russian Federation | 3 |  |  |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

## 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 | 15 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 33 |
| Japan | 7 | Northern America | 19 |
| Russian Federation | 7 | Western Europe | 17 |


| 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 <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |


|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & C N \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \text { CN } \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | US $107.5$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (480300) Paper, household, sanitary, width > 36 centimetres, \$1-4 | $\begin{aligned} & \text { KE } \\ & 38.3 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 35.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.8 \end{aligned}$ | 345.4 |
|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | $\begin{aligned} & \mathrm{PH} \\ & 39.2 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 29.3 \end{aligned}$ | 333.7 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720711) Rectangular iron or non-alloy steel bars, <.25\%C, width< twice thicknes, \$0-3 | $\begin{aligned} & \text { TH } \\ & 292.3 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 14.1 \end{aligned}$ | 412.0 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | $\begin{aligned} & \text { IL } \\ & 46.7 \end{aligned}$ | VN 20 | 397.6 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (842952) Shovels and excavators with revolving superstructure, \$36269-86767 | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | US $867.9$ | $\begin{aligned} & \mathrm{RU} \\ & 663.9 \end{aligned}$ | 3641.9 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | IT $148.4$ | 1135.4 |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |


| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854290) Parts of electronic integrated circuits etc, $\$ 1258-3160$ | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514 | $\begin{aligned} & \text { IT } \\ & 273.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 175.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 73.3 \end{aligned}$ | 1238.7 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (870821) Safety seat belts for motor vehicles, \$13-56 | $\begin{aligned} & \text { ES } \\ & 56.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 28.6 \end{aligned}$ | 216.3 |
|  | (870821) Safety seat belts for motor vehicles, \$013 | $\begin{aligned} & \text { FR } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 29.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 23.6 \end{aligned}$ | 184.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902750) Instruments nes using optical radiations, \$304-5957 | $\begin{aligned} & \mathrm{CN} \\ & 561.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 42.1 \end{aligned}$ | 770.6 |


| (902130) <br> appliances, etc, $\$ 0-243$ |  |  |  | 247.9 | 228.5 | 80.4 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | VN $39.3$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030614) Crabs, frozen, \$6-24 | JP $482.4$ | US $135.9$ | $\begin{aligned} & \text { VN } \\ & 23.7 \end{aligned}$ | 736.3 |
|  | (030420) Fish fillets, frozen, \$10-20 | $\begin{aligned} & \text { JP } \\ & 122.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 55.3 \end{aligned}$ | 336.3 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030559) Dried fish, other than cod, not smoked, \$3-16 | PT 16 | $\begin{aligned} & \mathrm{RU} \\ & 15.3 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 94.9 |
|  | (030729) Scallops other than live, fresh or chilled, \$7-23 | $\begin{aligned} & \mathrm{MO} \\ & 5.6 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |



|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \text { CN } \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$3-14 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130239) Mucilages and thickeners nes, \$0-6 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 1.2 \end{aligned}$ | 24.2 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | NO <br> 144.6 | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Meat, fish and seafood food preparations nes | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \mathrm{AU} \\ & 22.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{BY} \\ & 15.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 7.2 \end{aligned}$ | ES 5.8 | 43.5 |
|  | (160416) Anchovies, prepared or preserved, not minced, \$7-16 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | ES 8.7 | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 28.6 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 1.9 \end{aligned}$ | 16.4 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | 646.4 |


|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE <br> 137.6 | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | CA 27 | 202.2 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \mathrm{JP} \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3 | $\begin{aligned} & \text { IT } \\ & 38.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL <br> 12.4 | 145.1 |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |


|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | PL 5.6 | 145.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210120) Tea and mate extracts, essences and concentrates, \$3-20 | $\begin{aligned} & \text { US } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 11.2 \end{aligned}$ | 88.3 |
|  | (210420) Homogenised composite food preparations, \$2-8 | $\begin{aligned} & \text { US } \\ & 12.5 \end{aligned}$ | KZ 6.8 | PL 3.6 | 43.9 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE $91.8$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |

## Georgia

## Basic statistics

| Current diversification (number of products) | 4,471 | Potential new products more complex <br> (percentage) | 80 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,939 | Export opportunity in more complex products <br> (percentage) | 59 |
| Potential new products more complex than <br> the country's average | 3,138 | Import replacement opportunity in more <br> 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 | 7 |  |
| Pharmaceutical products | 6 |  |
| Vehicles other than railway, tramway | 6 |  |
| Electrical, electronic equipment | 5 |  |
| Plastics and articles thereof | 4 |  |
| Optical, photo, technical, medical, etc apparatus |  |  |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 38 |
| China | 9 | Western Europe | 21 |
| Germany | 7 | Northern America | 14 |
| France | 6 | Southern Europe | 8 |
| Netherlands | 4 | Northern Europe | 7 |
| Italy | 4 | Eastern Europe | 7 |
| United Kingdom | 4 | South America | 3 |
| Thailand | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 22 | Asia | 47 |
| Germany | 8 | Western Europe | 17 |
| USA | 6 | Northern Europe | 9 |
| United Kingdom | 5 | Southern Europe | 8 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | JP $108.4$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | JP <br> 303.3 | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | JP <br> 115.3 | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |



|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | FR 37.3 | 497.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}$ $>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <br> <50l closed by crimp/solde, \$0-2 | $\begin{aligned} & \text { NL } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, $\$ 2729$ - 6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842710) Self-propelled works trucks, electric motor, \$630518192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | $\begin{aligned} & C Z \\ & 85.7 \end{aligned}$ | FR 81.2 | 748.0 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \mathrm{IN} \\ & 223.1 \end{aligned}$ | US $149.1$ | PL 80.6 | 711.8 |
| Electrical, electronic equipment | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & H K \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 110.9 \end{aligned}$ | ES 66 | 568.4 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | NL 42.6 | 568.0 |
| Vehicles other than railway, tramway | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | RU 957.4 | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | AT $115.5$ | 1368.0 |
|  | (870190) Wheeled tractors nes, \$9592-47189 | DE 304 | $\begin{aligned} & \text { FR } \\ & 243.8 \end{aligned}$ | US <br> 144.1 | 1308.8 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |


| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| :---: | :---: | :---: | :---: | :---: |
| (900130) Contact lenses, \$0-1 | $\begin{aligned} & \text { US } \\ & 445.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | BE 79.7 | 886.2 |
| (902730) Spectrometers, spectrophotometers, etc using light, $\$ 3396-16538$ | $\begin{aligned} & \text { CN } \\ & 200.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 193.6 \end{aligned}$ | IN 108 | 787.4 |
| (903140) Optical instruments and appliances, nes, \$0-191 | $\begin{aligned} & \mathrm{CN} \\ & 437.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 38.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & J P \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
| Dairy products, eggs, honey, edible animal product nes | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |


|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | DE 7.4 | IT 6.4 | 99.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$01 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (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 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080231) Walnuts in shell, fresh or dried, \$2-6 | IT 30 | $\begin{aligned} & \mathrm{IN} \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 14.5 \end{aligned}$ | 99.5 |


| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & C N \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | 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 <br> 741.5 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \text { CN } \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 49.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
| Animal,vegetable fats and oils, cleavage products, etc | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |


|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | IN 54.7 | SA 8.8 | NZ 8.3 | 124.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151919) <br> Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | LK 22.5 | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
|  | (151930) Industrial fatty alcohols, $\$ 1-4$ | JP 36.5 | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2 | SE 12.1 | $\begin{aligned} & \text { FR } \\ & 11.2 \end{aligned}$ | PH 7.1 | 64.0 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$38 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 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, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | Fl 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, \$510 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{MM} \\ & 5.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \mathrm{AU} \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | ES 54.3 | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200911) Orange juice, frozen, not fermented or spirited, \$1-2 | $\begin{aligned} & \text { GB } \\ & 19.8 \end{aligned}$ | JM 7.4 | NL 5.1 | 56.3 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | TH 19.5 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-0 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 66.6 \end{aligned}$ | 496.3 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | RU 43.9 | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |


| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, $\$ 4-9$ | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$02 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Germany

## Basic statistics

| Current diversification (number of products) | 27,741 | Potential new products more complex <br> (percentage) | 88 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 201 | Export opportunity in more complex products <br> (percentage) | 31 |
| Potential new products more complex than <br> the country's average | 177 | Import replacement opportunity in more <br> 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 By regions

| Country | Percent |
| :--- | :--- |
| France | 23 |
| Hungary | 11 |
| Switzerland | 9 |
| China | 7 |
| China, Hong Kong SAR | 8 |
| Indonesia | 4 |
| Pakistan | 3 |
| India | 3 |
| Norway | 3 |
| Others | 3 |
| Malaysia | 3 |
|  | 3 |
|  |  |
| Australia |  |


| 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 39 | Northern America | 39 |
| France | 15 | Asia | 24 |
| China, Hong Kong SAR | 13 | Western Europe | 23 |
| Saudi Arabia | 10 | Northern Europe | 7 |
| Luxembourg | 6 | Sub-Saharan Africa | 5 |
| Sweden | 3 |  |  |
| South Africa | 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 <br> price range | Top growing <br> (USD million) |  | markets <br> opportunity (USD <br> million) |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\# 1$ | $\# 2$ | $\# 3$ |  |


| Live animals | (010119) Horses, live except purebred breeding, \$289056-424711 | US 4 | HK 1.3 | LU . 6 | 6.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (010519) Poultry, live except domestic fowls, < 185 grams, \$82285 | CD 0 | CL 0 | SC 0 | 0.0 |
| Inorganic chemicals,precious metalcompound, isotopes | (284590) Isotopes nes, compounds, \$6097-9425 | FI 2.6 | SG 2.6 | $\begin{aligned} & \text { FR } \\ & 2.4 \end{aligned}$ | 8.0 |
|  | (282741) Chloride oxides and chloride hydroxides of copper, \$1018 | 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 | $R \cup 0$ | 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) lonones 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, \$86112 | KR . 2 | HU . 2 | CN .1 | 0.7 |


|  | (540259) Yarn synth filament, single, >50 turn/m nes not retai, \$224-482 | US . 1 | FI 0 | NO 0 | 0.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (540831) Woven fabric of artif filament, unbl/bleached, nes, \$114264 | 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 , \$53176706072953 | $\begin{aligned} & H U \\ & 150.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 14.5 \end{aligned}$ | 217.2 |
|  | (845710) Machining centres, for working metal, \$12237872154154 | CN 70 | DK 2.2 | UZ 2 | 77.1 |
|  | (847730) Blow moulding machines for rubber or plastic, \$439032535424 | $\begin{aligned} & \mathrm{CN} \\ & 29.4 \end{aligned}$ | AU 2.8 | $\begin{gathered} \mathrm{NL} \\ 1.5 \end{gathered}$ | 36.4 |
|  | (848060) Moulds for mineral materials, \$421-560 | $\begin{aligned} & \mathrm{CN} \\ & 29.1 \end{aligned}$ | JP. 1 | HR 0 | 29.1 |
|  | (846130) Metal broaching machines, \$323569-678535 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | PL . 5 | DE . 4 | 11.7 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$947-1258 | $\begin{aligned} & \text { HK } \\ & 106.5 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 99.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 36.7 \end{aligned}$ | 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, \$272677 | 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, \$243335 | MY 1 | BR . 4 | KR . 4 | 2.7 |


| Railway, tramway locomotives, rolling stock, equipment | (860210) Rail locomotives, dieselelectric, \$2332139-5450186 | $\begin{aligned} & \text { PK } \\ & 52.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 43.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 38.2 \end{aligned}$ | 194.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (860290) Rail locomotives nonelectric and locomotive tenders, \$308483-747206 | LA 3 | US 2.9 | $\begin{aligned} & \text { CA } \\ & 2.1 \end{aligned}$ | 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, \$0303 | 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 | $\begin{gathered} \text { KR } \\ 1.1 \end{gathered}$ | 12.5 |
|  | (903031) Electrical multimeters, \$0-34 | DO. 1 |  |  | 0.1 |
|  | (901020) Equipment for photographic laboratories nes, \$0189 | 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, \$5453673284 | $\begin{aligned} & \text { FR } \\ & 319.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 137.2 \end{aligned}$ |  | 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, <br> unit price range | Top growing markets <br> (USD million) | Export opportunity <br> (USD million) |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\# 1$ | $\# 2$ | $\# 3$ |  |
|  |  |  |  |  |


| Live animals | (010119) Horses, live except pure-bred breeding, \$289056424711 | US 4 | $\begin{aligned} & \mathrm{HK} \\ & 1.3 \end{aligned}$ | 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 | Fl . 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 | $\begin{aligned} & \text { FR } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CH} \\ & .1 \end{aligned}$ | GR 0 | FR 0 | 0.1 |
|  | (150990) Olive oil, fractions, refined, not chemically modifie, \$90-124 | KR 0 | ID 0 | KW 0 | 0.0 |


|  | (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 | $\begin{aligned} & \text { QA } \\ & .1 \end{aligned}$ | CL . 1 | $\begin{aligned} & \text { MY } \\ & .1 \end{aligned}$ | 0.3 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$144180 | TG . 2 | PF 0 | GT 0 | 0.2 |
| Beverages, spirits and vinegar | (220590) Vermouth and other flavoured grape wines - pack > 21, \$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 <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,661 | Export opportunity in more complex products <br> (percentage) | 62 |
| Potential new products more complex than <br> the country's average | 2,991 | Import replacement opportunity in more <br> 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 | 6 |
| Vehicles other than railway, tramway | 6 |
| Electrical, electronic equipment | 6 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Plastics and articles thereof | 6 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Meat and edible meat offal | 2 |
| Sum of others with smaller share | 2 |

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
India

| 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 |


| Cereals | 12 |
| :---: | :---: |
| Dairy products, eggs, honey, edible animal product 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, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 21 | Asia | 46 |
| USA | 12 | Western Europe | 14 |
| Germany | 7 | Northern America | 13 |


| 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |


| Inorganic chemicals, precious metal compound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE $668.9$ | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$125 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | US 19.6 | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \text { CN } \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero- atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic <br> compounds with unfused  <br> pyridine ring, nes, $\$ 25-354$  | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293390) Heterocyclic compounds with $\quad$ N-hetero- atom(s) only, ne, $\$ 23-278$ | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |




|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$52514103973 | $\begin{aligned} & \text { GB } \\ & 577.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 173.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 145.2 \end{aligned}$ | 1180.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$10932367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | KR 88.2 | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | US $233.5$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 158.6 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \text { CN } \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |


| Fish, $\quad$ crustaceans, molluscs, invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & S A \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |
| Edible vegetables and certain roots and tubers | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | DE 7.4 | IT 6.4 | 99.5 |
|  | (070970) Spinach fresh or chilled, \$1-5 | US 43.7 | $\begin{aligned} & \text { CA } \\ & 4.9 \end{aligned}$ | PL 4.4 | 68.6 |
|  | (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 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |



| Animal, vegetable fats and oils, cleavage products, etc | (150710) Soya-bean oil crude, whether or not degummed, \$0-1 | $\begin{aligned} & \text { CO } \\ & 130.7 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 46.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 31.1 \end{aligned}$ | 486.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | LK 22.5 | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 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, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \text { CN } \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190230) Pasta except uncooked or stuffed, \$3-7 | US 37.5 | $\begin{aligned} & \text { FR } \\ & 14.7 \end{aligned}$ | PL 6.3 | 68.2 |


$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & & \text { (230690) Vegetable oil-cake and } \\ \text { other solid residues nes, \$0-5 }\end{array}\right)$

## Gibraltar

## Basic statistics

| Current diversification (number of products) | 787 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,062 | Export opportunity in more complex products <br> (percentage) | 32 |
| Potential new products more complex than <br> the country's average | 2,781 | Import replacement opportunity in more <br> 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 | 6 |
| 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 | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 36 |
| China | 6 | Western Europe | 20 |
| France | 6 | Northern America | 17 |
| Germany | 6 | Eastern Europe | 7 |
| Thailand | 4 | Northern Europe | 6 |
| United Kingdom | 4 | Southern Europe | 6 |
| India | 3 | South America | 3 |
| Italy | 3 |  |  |
| Canada | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |
| Pr |  |  |  |

## 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 | 17 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 34 |
| United Kingdom | 8 | Western Europe | 19 |
| China | 7 | Northern America | 15 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
|  | (285100) Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | US <br> 416.3 | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |


| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | ES $233.1$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | NL $171.6$ | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & D E \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 103 \end{aligned}$ | 1100.1 |


| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480252) Paper, fine, woodfree, 40-150 g/m2, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, t <3mm thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $3-4.75 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |


|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (731021) Cans, iron/steel, capacity <50I closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (841191) Parts of turbo-jet or turbopropeller engines, \$1950-4416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & \mathrm{RU} \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | FR 98.9 | DE 62 | 1985.9 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | $\begin{aligned} & \text { AR } \\ & 2.2 \end{aligned}$ | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & H K \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \text { RU } \\ & 155.3 \end{aligned}$ | IT 64.9 | $\begin{aligned} & \text { IN } \\ & 61.5 \end{aligned}$ | 712.3 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


|  | (901390) Parts and accessories of <br> optical appliances nes, \$683-1534 | CN <br> 1211.5 | KR 44 | GB <br> 17.3 | 1325.9 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902130) Artificial body parts, aids and <br> appliances, etc, \$1093-2367 | DE <br> 668.3 | JP <br> 115.7 | KR <br> 88.2 | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE <br> 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | FI 29.2 | 336.6 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \text { CN } \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |


| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \text { AE } \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110812) Maize (corn) starch, \$01 | DE 9.7 | BE 6.1 | NL 5.3 | 56.1 |
|  | (110311) Wheat meal, \$0-1 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | US 1.7 | $\begin{gathered} \text { GB } \\ 1.2 \end{gathered}$ | 19.4 |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |



|  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  |  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | AU 6.3 | JP 2.7 | 159.8 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |



## Greece

## Basic statistics

| Current diversification (number of products) | 13,791 | Potential new products more complex <br> (percentage) | 87 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,090 | Export opportunity in more complex products <br> (percentage) | 78 |
| Potential new products more complex than <br> the country's average | 949 | Import replacement opportunity in more <br> 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 | 7 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Miscellaneous chemical products | 7 |
| Inorganic chemicals, precious metal compound, isotopes | 4 |
| Plastics and articles thereof | 4 |
| Rubber and articles thereof | 2 |
| Sum of others with smaller share | 18 |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 14 | Asia | 39 |
| China | 12 | Northern America | 16 |
| Germany | 5 | Western Europe | 16 |
| India | 5 | Northern Europe | 9 |
| United Kingdom | 5 | Eastern Europe | 7 |
| France | 5 | Southern Europe | 6 |
| Russian Federation | 3 | South America | 3 |
| Italy | 3 |  |  |
| China, Hong Kong SAR | 3 |  |  |
| Japan | 3 |  |  |
| Others | 25 |  |  |

## 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 |



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,preciouscompound, isotopes | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (283691) Lithium carbonates, \$11-27 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$0-195 | $\begin{aligned} & C N \\ & 355.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { AE } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 10.9 \end{aligned}$ | 77.3 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | IT 305.4 | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | VN 113.7 | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
|  | (290243) P-xylene, \$0-21 | $\begin{aligned} & \text { PT } \\ & 150.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 56.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 39.6 \end{aligned}$ | 305.0 |
|  | (290531) Ethylene glycol (ethanediol), \$0-0 | ID 112 | GB 96 | $\begin{aligned} & V N \\ & 21.8 \end{aligned}$ | 291.0 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |


|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$0-3 | NL <br> 114.7 | $\begin{aligned} & \mathrm{CN} \\ & 90.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 56.4 \end{aligned}$ | 452.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (381210) Prepared rubber accelerators, \$3-9 | TH 40.1 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.8 \end{aligned}$ | 87.8 |
|  | (380130) Carbonaceous pastes for electrodes, furnace linings, \$010 | KR 14.5 | $\begin{aligned} & \mathrm{NO} \\ & 13.5 \end{aligned}$ | ID 7.9 | 69.0 |
|  | (381090) Electro-weld rod cores, coatings, etc., \$17-38 | FR 15.9 | $\begin{aligned} & \mathrm{CN} \\ & 6.8 \end{aligned}$ | SG 4.8 | 33.8 |
| Plastics and articles thereof | (392062) Sheet/film not <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (392119) Sheet etc, cellular of plastics nes, \$37-52 | $\begin{aligned} & \mathrm{CN} \\ & 59.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 46.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 35.7 \end{aligned}$ | 185.9 |
|  | (390890) Polyamides nes, in primary forms, \$8-17 | $\begin{aligned} & C N \\ & 103.9 \end{aligned}$ | FR 6.3 | HK 3 | 120.7 |
|  | (391390) Polymers, natural or modified nes in primary forms ne, \$302-1078 | US 44.5 | $\begin{aligned} & \text { SG } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 8.5 \end{aligned}$ | 88.6 |
|  | (392059) Sheet/film not cellular/reinf acrylic polymers nes, \$19-43 | $\begin{aligned} & \mathrm{CN} \\ & 67.7 \end{aligned}$ | DK 6.9 | $\begin{aligned} & \mathrm{CH} \\ & 4.7 \end{aligned}$ | 87.6 |
| Rubber and articles thereof | (400219) Styrene-butadiene rubber (SBR/XSBR) except latex, \$1-2 | TH 94.8 | $\begin{aligned} & \text { US } \\ & 63.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 23.4 \end{aligned}$ | 325.6 |
|  | (400239) Halo-isobutene- isoprene rubber (CIIR/BIIR), \$0-2 | BE 59.2 | $\begin{aligned} & \mathrm{CN} \\ & 51.8 \end{aligned}$ | US 43 | 208.0 |
|  | (400239) Halo-isobutene- isoprene rubber (CIIR/BIIR), \$2-5 | IN 26.2 | TH 20 | $\begin{aligned} & \text { SG } \\ & 17.3 \end{aligned}$ | 144.6 |
|  | (400129) Natural rubber in other forms, \$1-14 | CN 81 | $\begin{aligned} & \text { ES } \\ & 15.9 \end{aligned}$ | VN 5.3 | 113.4 |


|  | (400219) Styrene-butadiene rubber (SBR/XSBR) except latex, \$2-5 | $\begin{aligned} & \mathrm{CN} \\ & 48.3 \end{aligned}$ | IN 6.7 | ID 3.1 | 69.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (721914) Hot rolled stainless steel coil, w >600mm, $\mathrm{t}<3 \mathrm{~mm}$, \$0-2 | $\begin{aligned} & \text { FR } \\ & 279.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 141.4 \end{aligned}$ | JP 9.4 | 440.7 |
|  | (720821) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | SA 90.4 | JP 56 | $\begin{aligned} & \text { TR } \\ & 40.9 \end{aligned}$ | 438.8 |
|  | (720221) Ferro-silicon, >55\% silicon, \$1-1 | $\begin{aligned} & \text { JP } \\ & 270.4 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 40.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 14.4 \end{aligned}$ | 367.3 |
|  | (721039) Flat rolled iron or nonalloy steel, electro plate/zinc,w $>600 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { CN } \\ & 152.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 18.5 \end{aligned}$ | 317.5 |
| Machinery \& mech appliance etc | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (842710) Self-propelled works trucks, electric motor, \$1819236024 | $\begin{aligned} & \text { GB } \\ & 243.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 68.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.8 \end{aligned}$ | 490.9 |
|  | (847710) Injection-moulding machines for rubber or plastic, \$90066-209262 | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | IT 34.5 | 391.9 |
|  | (843351) Combine harvesterthreshers, \$11623-130888 | RU 57.9 | $\begin{aligned} & \text { PH } \\ & 51.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 36.5 \end{aligned}$ | 306.6 |
|  | (842240) Packing or wrapping machinery nes, \$66673-180950 | $\begin{aligned} & \text { CN } \\ & 129.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 39.4 \end{aligned}$ | 282.2 |
| Electrical, electronicequipment | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |



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 | (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 | $\begin{aligned} & \text { DK } \\ & 8.1 \end{aligned}$ | PL 3.3 | DE . 5 | 12.9 |
| Products of animal origin, nes | (050690) Bones and horn-cores unworked or simply worked nes, \$0-5 | $\begin{aligned} & \mathrm{BE} \\ & 12.1 \end{aligned}$ | JP 5.3 | $\begin{aligned} & \text { US } \\ & 4.1 \end{aligned}$ | 27.6 |
|  | (051110) Semen bovine, \$0-7 | NL 5.4 | IT 2.2 | $\begin{aligned} & \text { UA } \\ & 1.5 \end{aligned}$ | 11.7 |
| Cereals | (100400) Oats, \$0-1 | $\begin{aligned} & \text { CN } \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120923) Seed, fescue, for sowing, \$2-3 | $\begin{aligned} & \text { CN } \\ & 22.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { MN } \\ & .1 \end{aligned}$ | 1.9 |
|  | (210230) Baking powders, prepared, \$5-10 | EC . 2 | BW . 1 | $\begin{gathered} \text { EG } \\ .1 \end{gathered}$ | 1.1 |

## Greenland

## Basic statistics

| Current diversification (number of products) | 434 | Potential new products more complex <br> (percentage) | 52 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,040 | Export opportunity in more complex products <br> (percentage) | 17 |
| Potential new products more complex than <br> the country's average | 1,581 | Import replacement opportunity in more <br> 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 | 5 |
| Iron and steel | 4 |
| Articles of iron or steel | 4 |
| Miscellaneous chemical products | 4 |
| Optical, photo, technical, medical, etc apparatus |  |
| Vehicles other than railway, tramway | 4 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Sum of others with smaller share | 40 |
|  |  |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 13 | Asia | 35 |
| Germany | 6 | Western Europe | 19 |
| France | 6 | Northern America | 15 |
| China | 5 | Eastern Europe | 9 |
| Thailand | 5 | Southern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Netherlands | 3 | South America | 3 |
| Poland | 3 |  |  |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Russian Federation | 3 |  |  |
| Spain | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

## 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 product nes | 19 |
| Edible fruit, nuts, peel of citrus fruit, melons | 17 |
| Oil seed, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |


|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, $\$ 28-63$ | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
|  | (380820) Fungicides, packaged for retail sale, \$5-17 | $\begin{aligned} & \text { GB } \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 44.8 \end{aligned}$ | 415.4 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | BE $207.5$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Paper \& paperboard, articles of pulp, paper and board | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \mathrm{TH} \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |


|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | $\begin{aligned} & \mathrm{PH} \\ & 39.2 \end{aligned}$ | $\begin{aligned} & N Z \\ & 31.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 29.3 \end{aligned}$ | 333.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t $4.75-10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t 1-3mm, nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (731021) Cans, iron/steel, capacity <50I closed by crimp/solde, \$0-2 | $\begin{aligned} & \text { NL } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-2 | IN 84.5 | $\begin{aligned} & \mathrm{FI} \\ & 27.6 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 26.9 \end{aligned}$ | 280.8 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (842710) Self-propelled works trucks, electric motor, \$6305-18192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | $\begin{aligned} & C Z \\ & 85.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 81.2 \end{aligned}$ | 748.0 |
| Electrical, electronic equipment | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | US $126.2$ | PL 98 | 666.8 |
|  | (850153) AC motors, multi-phase, of an output > 75 kW, \$1991-17560 | $\begin{aligned} & \mathrm{BE} \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 128.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 16.4 \end{aligned}$ | 438.7 |
|  | (854800) Electrical parts of machinery and apparatus, nes, \$30-181 | VN $131.1$ | $\begin{aligned} & \mathrm{HU} \\ & 104.9 \end{aligned}$ | HK 46 | 434.6 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$13-16 | $\begin{aligned} & \text { GB } \\ & 140.5 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 72.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 41.3 \end{aligned}$ | 384.1 |
|  | (853530) Isolating and make-and-break switches, voltage >1 kV, \$14-65 | $\begin{aligned} & \text { VN } \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 34.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.9 \end{aligned}$ | 376.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870821) Safety seat belts for motor vehicles, \$13-56 | ES 56.8 | $\begin{aligned} & \text { GB } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 28.6 \end{aligned}$ | 216.3 |
|  | (870821) Safety seat belts for motor vehicles, \$0-13 | FR 30.9 | $\begin{aligned} & \text { TR } \\ & 29.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 23.6 \end{aligned}$ | 184.0 |
|  | (870919) Work trucks except electrically powered, \$432-20329 | $\begin{aligned} & \text { NL } \\ & 149.9 \end{aligned}$ | US 4 | $\begin{aligned} & \text { DE } \\ & 1.6 \end{aligned}$ | 163.6 |
|  | (870892) Mufflers and exhaust pipes for motor vehicles, \$33-71 | SK 83.9 | $\begin{aligned} & \text { JP } \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 10.7 \end{aligned}$ | 145.7 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| :---: | :---: | :---: | :---: | :---: |
| (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL <br> 146.2 | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
| (902830) Electricity supply, production and calibrating meters, \$0-60 | $\begin{aligned} & \text { US } \\ & 104.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 43.7 \end{aligned}$ | 384.2 |
| (903081) Electrical measurement recording instruments, \$103-2139 | US $216.1$ | $\begin{aligned} & \text { SG } \\ & 42.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 11.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9 | ES 5 | IT 4.5 | $\begin{aligned} & \mathrm{NL} \\ & 2.7 \end{aligned}$ | 25.5 |
|  | (030739) Mussels, frozen, dried, salted or in brine, \$3-8 | $\begin{aligned} & \text { US } \\ & 5.3 \end{aligned}$ | AE .7 | $\begin{aligned} & \text { CA } \\ & .4 \end{aligned}$ | 9.0 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \text { RU } \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |


|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040410) Whey, \$0-0 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
| Edible vegetables and certain roots and tubers | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \mathrm{PL} \\ & 6.6 \end{aligned}$ | 52.0 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 4.7 \end{aligned}$ | 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, \$719 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34 \end{aligned}$ | 835.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \mathrm{AE} \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (081310) Apricots, dried, \$2-6 | $\begin{aligned} & \text { BY } \\ & 13.7 \end{aligned}$ | NL 8.1 | $\begin{aligned} & \text { NZ } \\ & 2.6 \end{aligned}$ | 32.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
|  | (110812) Maize (corn) starch, \$0-1 | DE 9.7 | BE 6.1 | $\begin{array}{ll} \mathrm{NL} \end{array}$ | 56.1 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120810) Soya bean flour or meal, \$0-3 | $\begin{aligned} & \text { AU } \\ & 3.7 \end{aligned}$ | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |



| Cocoa and cocoa preparations | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \mathrm{KR} \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 7-14$ | $\begin{aligned} & \mathrm{HK} \\ & 5.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 3.3 \end{aligned}$ | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 7.2 \end{aligned}$ | 75.4 |
|  | (200892) Fruit mixtures, otherwise prepared or preserved, \$1-8 | $\begin{aligned} & \text { US } \\ & 23.3 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 6.8 \end{gathered}$ | $\begin{aligned} & \text { CA } \\ & 5.2 \end{aligned}$ | 58.4 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | $\begin{aligned} & C L \\ & 4.3 \end{aligned}$ | 54.8 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |


| (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | NO <br> 14.4 | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
| :---: | :---: | :---: | :---: | :---: |
| (230990) Animal feed preparations nes, \$13-36 | $\begin{aligned} & \text { ES } \\ & 16.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 4.5 \end{aligned}$ | BR 3 | 38.4 |

## Grenada

## Basic statistics

| Current diversification (number of products) | 629 | Potential new products more complex <br> (percentage) | 66 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,960 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 1,956 | Import replacement opportunity in more <br> 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 32 |
| Germany | 7 |  | Western Europe |
| France | 7 | 22 |  |
| China | 5 | Northern America | 16 |
| Netherlands | 4 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Japan | 3 | South America | 3 |
| Italy | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 28 |  |  |

## 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 |
| Cereal, flour, starch, milk preparations and products | 11 |
| Cocoa and cocoa preparations | 11 |


| 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 | 2 |
| Sum of others with smaller share | 1 |

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 |


| China | 4 |
| :--- | :--- |
| Netherlands | 4 |
| China, Hong Kong SAR | 3 |
| Belgium | 3 |
| Japan | 3 |
| Others | 24 |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | DE <br> 4992.3 | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \mathrm{AU} \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |


|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | $\begin{aligned} & \text { US } \\ & 345 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | $\begin{aligned} & \text { PS } \\ & 87.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 59.8 \end{aligned}$ | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
| Miscellaneous chemical products | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | ID 54.3 | 483.6 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & \text { AE } \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | IN 47.6 | 417.1 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |


|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | $\begin{aligned} & \mathrm{PH} \\ & 39.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NZ} \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 29.3 \end{aligned}$ | 333.7 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & B E \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t 4.75-10mm, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |


| Machinery \& mech appliance etc | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527 | $\begin{aligned} & \text { CN } \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 799.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 391.7 \end{aligned}$ | 3322.1 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | DE $203.9$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | US $476.4$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | ES 106 | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |


| (902130) Artificial body <br> appliances, etc, $\$ 0-243$ | parts, aids | and | IT | GB | FR | 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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \text { RU } \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 3.3 \end{aligned}$ | 56.6 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071310) Peas dried, shelled, \$0-1 | GB 13 | $\begin{aligned} & \mathrm{BR} \\ & 10.3 \end{aligned}$ | LK 9.7 | 72.5 |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |


|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | KR 8.2 | PL 6.6 | 52.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 30.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 8.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 5.5 \end{aligned}$ | 60.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
|  | (110812) Maize (corn) starch, \$0-1 | $\begin{aligned} & \text { DE } \\ & 9.7 \end{aligned}$ | BE 6.1 | $\begin{aligned} & \mathrm{NL} \\ & 5.3 \end{aligned}$ | 56.1 |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$3-14 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |


| Animal, vegetable fats and oils, cleavage products, etc | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | MY $283.7$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151620) Veg fats, oils or fractions hydrogenated, esterified, \$0-1 | $\begin{aligned} & \text { RU } \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 50.2 \end{aligned}$ | IT 44 | 271.8 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | $\begin{aligned} & \text { IE } \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { AU } \\ & 22.8 \end{aligned}$ | 256.9 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9 | $\begin{aligned} & \text { SA } \\ & 21.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 9.1 \end{aligned}$ | PL 5.2 | 53.4 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 1.9 \end{aligned}$ | 16.4 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | $\begin{aligned} & \text { SA } \\ & 8.2 \end{aligned}$ | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE <br> 14.3 | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$10-23 | PL 2 | $\begin{aligned} & \text { DE } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 1.5 \end{aligned}$ | 13.8 |
|  | (170191) Refined sugar, in solid form, flavoured or coloured, \$1-6 | $\begin{aligned} & \text { GB } \\ & 2.4 \end{aligned}$ | $\begin{aligned} & C A \\ & 2.1 \end{aligned}$ | JP 1.6 | 12.9 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | 646.4 |


|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | JP $120.9$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180500) Cocoa powder, unsweetened, \$2-6 | $\begin{aligned} & \text { US } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 31.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 16.6 \end{aligned}$ | 223.3 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & M Y \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1 | $\begin{aligned} & \text { TR } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & M Y \\ & 10.1 \end{aligned}$ | 120.7 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |


|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & \text { CZ } \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | PL 5.6 | 145.1 |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & C L \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
| Beverages, spirits and vinegar | (220410) Grape wines, sparkling, \$3-14 | $\begin{aligned} & \text { GB } \\ & 456.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 292.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 150 \end{aligned}$ | 1230.0 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \mathrm{AE} \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,099 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 2,114 | Import replacement opportunity in more <br> 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 |
| Pr |  |
|  |  |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 33 |
| France | 8 | Western Europe | 21 |
| China | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Netherlands | 3 | Southern Europe | 6 |
| Japan | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| India | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 28 |  |  |

## 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 | 17 |
| Vegetable, fruit, nut, etc food preparations | 12 |


| 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 |
| Sum of others with smaller share | 2 |
| Seed, oleagic fruits, grain, seed, fruit, etc, nes | 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 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (294190) Antibiotics nes, in bulk, \$62401 | $\begin{aligned} & \mathrm{IN} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 42.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 36.2 \end{aligned}$ | 443.9 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |


|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40-150 $\mathrm{g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480252) Paper, fine, woodfree, 40-150 g/m2, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & D E \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Articles of apparel, accessories, knit or crochet | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | KR 81.7 | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |
|  | (611693) Gloves, mittens or mitts, nes, synthetic fibres, knit, \$17-63 | $\begin{aligned} & \text { US } \\ & 214.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{RU} \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |


|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | ES 87.3 | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | US $110.3$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 42.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | 254.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} ~ 0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \mathrm{TH} \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $1-3 \mathrm{~mm}$, nes, \$0-0 | JP <br> 154.1 | $\begin{aligned} & \mathrm{TH} \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | $\begin{aligned} & \text { IL } \\ & 46.7 \end{aligned}$ | VN 20 | 397.6 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |


| Machinery \& mech appliance etc | (842951) Front end shovel loaders, \$27366-72431 | $\begin{aligned} & \text { FR } \\ & 443.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 207.4 \end{aligned}$ | 1552.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP $178.9$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841850) <br> Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \text { AU } \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & H K \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | DE <br> 668.3 | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |


| (902750) Instruments nes using optical | CN | US | SG | 770.6 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | 561.8 | 80.9 | 42.1 |  |

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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & D E \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | $\begin{aligned} & \mathrm{IN} \\ & 8.1 \end{aligned}$ | 105.1 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 3.3 \end{aligned}$ | 56.6 |
|  | (060210) Cuttings and slips, not rooted, \$0-0 | US 26 | $\begin{aligned} & \mathrm{NL} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.4 \end{aligned}$ | 50.4 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |


|  | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071310) Peas dried, shelled, \$0-1 | GB 13 | $\begin{aligned} & B R \\ & 10.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 9.7 \end{aligned}$ | 72.5 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34 \end{aligned}$ | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | $\begin{aligned} & \text { QA } \\ & 76 \end{aligned}$ | 743.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120600) Sunflower seeds, \$0-4 | AE $33.2$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 2.8 \end{aligned}$ | 32.1 |
|  | (120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8 | IT 1.2 | PL .7 | $\begin{aligned} & \text { DK } \\ & .5 \end{aligned}$ | 5.0 |




|  | (210210) Yeasts, active, \$0-2 | $\begin{aligned} & \text { FR } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 7.4 \end{aligned}$ | 115.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210420) Homogenised composite food preparations, \$2-8 | $\begin{aligned} & \text { US } \\ & 12.5 \end{aligned}$ | KZ 6.8 | $\begin{aligned} & \text { PL } \\ & 3.6 \end{aligned}$ | 43.9 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \text { RU } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1 | PT 2.5 | NL 1 | $\begin{aligned} & \mathrm{HU} \\ & .8 \end{aligned}$ | 9.8 |

## Guatemala

## Basic statistics

| Current diversification (number of products) | 5,662 | Potential new products more complex <br> (percentage) | 80 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,542 | Export opportunity in more complex products <br> (percentage) | 48 |
| Potential new products more complex than <br> the country's average | 2,846 | Import replacement opportunity in more <br> 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 | 8 |
| Electrical, electronic equipment | 7 |
| Iron and steel | 7 |
| Organic chemicals | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Plastics and articles thereof | 3 |
| Pharmaceutical products | 2 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| China | 10 | Asia | 38 |
| USA | 10 | Western Europe | 20 |
| Germany | 6 | Northern America | 14 |
| France | 6 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Eastern Europe | 7 |
| India | 3 | South America | 3 |
| \|taly | 3 |  |  |
| Netherlands | 3 |  |  |
| Canada | 3 |  |  |
| Belgium | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 11 | Asia | 42 |
| Germany | 8 | Western Europe | 19 |
| USA | 5 | Northern Europe | 11 |


| 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 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | JP $303.3$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | FR 74.8 | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 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 <br> compounds with $\quad$ N-hetero- <br> atom(s) only, ne, $\$ 1018-6469$,$~=~$ | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (293390) Heterocyclic compounds with N-heteroatom(s) only, ne, \$278-660 | IE <br> 383.8 | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300630) Opacifying <br> preparations, $\quad$ x-ray, diagnostic <br> reagents, $\$ 0-64$  | $\begin{aligned} & \text { US } \\ & 267.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
|  | (300630) Opacifying <br> preparations, $\quad x$-ray,  <br> reagents, $\$ 64-342$  <br> diagnostic  | $\begin{aligned} & \mathrm{CN} \\ & 114.6 \end{aligned}$ | KR 51.9 | JP 30 | 303.5 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US $111.7$ | NL 87 | ES 68.7 | 636.4 |


|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | JP $122.4$ | US 62 | 597.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390930) Amino-resins nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 104.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 92.2 \end{aligned}$ | TR 65.1 | 495.5 |
|  | (390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3 | $\begin{aligned} & \text { US } \\ & 92.4 \end{aligned}$ | TR 43.5 | IN 42 | 375.7 |
| Iron and steel | (720824) Hot rolled iron or nonalloy steel, coil, width >600mm, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width >600mm, t $3-4.75 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \mathrm{MK} \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | BE 92.6 | TH 89.6 | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & \mathrm{RU} \\ & 40.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 27.2 \end{aligned}$ | 276.5 |
|  | (730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4 | $\begin{aligned} & \text { GB } \\ & 50.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.2 \end{aligned}$ | ID 28 | 263.9 |
|  | (730640) Pipes and tubing, stainless steel, welded, \$0-3 | $\begin{aligned} & \text { FR } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 30.6 \end{aligned}$ | DE 22 | 259.9 |




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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE $321$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |


|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
| Dairy products, eggs, honey, edible animal product nes | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 14.3 \end{aligned}$ | 207.9 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080231) Walnuts in shell, fresh or dried, \$2-6 | IT 30 | $\begin{aligned} & \mathrm{IN} \\ & 20.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 14.5 \end{aligned}$ | 99.5 |


|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | US 8.2 | SA 5.5 | 60.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080110) Coconuts, fresh or dried, \$4-9 | AU $33.9$ | $\begin{aligned} & \text { EG } \\ & 15.7 \end{aligned}$ | FR 3.5 | 56.4 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & C N \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \mathrm{GB} \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | ZA 4.3 | NL 3.3 | 67.7 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$08 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 49.2 \end{aligned}$ | 308.5 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | $\begin{aligned} & \text { US } \\ & 41.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Animal,vegetable fats and oils, cleavage products, etc | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 112.8 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-0 | $\begin{aligned} & \text { JP } \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 10.1 \end{aligned}$ | 90.8 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 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 <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | DE 5.5 | 48.3 |



|  | (210130) Chicory \& other coffee <br> substitutes, roasted \& product, <br> \$3-14 | DE 4 | IT 2.2 | RU 1.9 | 15.1 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (210230) <br> prepared, \$5-10 |  |  |  |  |

## Guinea

## Basic statistics

| Current diversification (number of products) | 1,312 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,036 | Export opportunity in more complex products <br> (percentage) | 43 |
| Potential new products more complex than <br> the country's average | 3,178 | Import replacement opportunity in more <br> 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 | 6 |  |
| Organic chemicals | 5 |  |
| Iron and steel | 5 |  |
| Optical, photo, technical, medical, etc apparatus | 4 |  |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 36 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 16 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Netherlands | 4 | Southern Europe | 6 |
| Thailand | 4 | South America | 3 |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| India | 3 |  |  |
| Others | 29 |  |  |

## 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 | 15 |
| Edible fruit, nuts, peel of citrus fruit, melons | 15 |


| 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 |
| Rumars and sugar confectionery | 2 |
| Sum others with smaller share | 2 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 33 |
| Germany | 9 | Western Europe | 20 |
| United Kingdom | 7 | Northern America | 16 |
| China | 6 | Northern Europe | 12 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |
|  | (285100) Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | $\begin{aligned} & \text { US } \\ & 416.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity <br> $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & M Y \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |


|  | (480252) Paper, fine, woodfree, 40-150 g/m2, uncoated, \$0-2 | US $455.5$ | JP $208.2$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | JP $205.1$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |


|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231527 | $\begin{aligned} & \text { CN } \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 799.3 \end{aligned}$ | DE <br> 391.7 | 3322.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851140) Starter motors, \$40-349 | US $1191.8$ | $\begin{aligned} & C N \\ & 144 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 143.6 \end{aligned}$ | 1673.4 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |


| (902130) Artificial body parts, aids and <br> appliances, etc, \$1093-2367 | DE <br> 668.3 | JP <br> 115.7 | KR <br> 88.2 | 1011.2 |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902140) Hearing aids, except parts and <br> accessories, $\$ 85-242$ | FR | NL | GB <br> 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US 206.6 | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | JP 34.3 | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |


|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | JP $54.4$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 62.5 \end{aligned}$ | CA 5 | DE 1.5 | 74.4 |
|  | (071310) Peas dried, shelled, \$01 | GB 13 | $\begin{aligned} & \mathrm{BR} \\ & 10.3 \end{aligned}$ | LK 9.7 | 72.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US <br> 947.3 | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | IT 21.3 | 335.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |



|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 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) $\quad$Chewinggum <br> containing <br> medicinal, <br> sugar, <br> except | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoa preparations | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |



| (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| :---: | :---: | :---: | :---: | :---: |
| (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
| (230990) Animal feed preparations nes, $\$ 13-36$ | $\begin{aligned} & \text { ES } \\ & 16.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 4.5 \end{aligned}$ | BR 3 | 38.4 |

## Guinea-Bissau

## Basic statistics

| Current diversification (number of products) | 210 | Potential new products more complex <br> (percentage) | 66 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,961 | Export opportunity in more complex products <br> (percentage) | 23 |
| Potential new products more complex than <br> the country's average | 1,288 | Import replacement opportunity in more <br> 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 | 5 |
| Articles of apparel, accessories, knit or crochet | 4 |
| 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 | 4 |
| Sum of others with smaller share | 4 |
|  | 4 |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 16 | Asia | 32 |
| France | 9 | Western Europe | 21 |
| China | 6 | Northern America | 18 |
| Japan | 6 | Eastern Europe | 8 |
| Germany | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Netherlands | 3 |  |  |
| Italy | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 25 |  |  |

## 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 product nes | 9 |


| 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 | 5 |
| 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 |


| France | 4 |
| :--- | :--- |
| Germany | 4 |
| Saudi Arabia | 4 |
| Netherlands | 3 |
| Rep. of Korea | 3 |
| Others | 19 |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Cereals | (100590) Maize except seed corn, \$0-1 | JP 3443.3 | $\begin{aligned} & \text { EG } \\ & 1739.1 \end{aligned}$ | SA 703.2 | 7614.0 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 3812.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 142.8 \end{aligned}$ | 5488.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |


| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US 455.5 | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \mathrm{IN} \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | US $1437.8$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | $\begin{aligned} & \text { FR } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 127.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 99.3 \end{aligned}$ | 589.3 |
|  | (611120) Babies garments, accessories of cotton, knit, \$0-20 | PL 105 | $\begin{aligned} & \text { GB } \\ & 76.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.9 \end{aligned}$ | 513.2 |
|  | (611592) Hosiery nes, of cotton, knit, \$0-14 | $\begin{aligned} & \text { FR } \\ & 83.5 \end{aligned}$ | DE 81 | $\begin{aligned} & \text { ES } \\ & 56.9 \end{aligned}$ | 511.0 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
| Articles of apparel, accessories, not knit or crochet | (621010) Garments made up of textile felts and nonwoven fabric, \$7-27 | US $630.6$ | $\begin{aligned} & \text { JP } \\ & 52.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 24.5 \end{aligned}$ | 809.8 |
|  | (620293) Womens, girls anoraks etc of manmade fibres, not knit, \$0-19 | US $270.8$ | $\begin{aligned} & \mathrm{RU} \\ & 69.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 19.1 \end{aligned}$ | 418.4 |



|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (853400) Electronic printed circuits, \$0-66 | JP <br> 660.1 | $\begin{aligned} & \text { FR } \\ & 202.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 33.5 \end{aligned}$ | 1084.8 |
|  | (851830) Headphones, earphones, combinations, \$7-108 | $\begin{aligned} & C N \\ & 218.4 \end{aligned}$ | AU <br> 179.2 | $\begin{aligned} & \text { CA } \\ & 165.2 \end{aligned}$ | 1041.5 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 86.1 \end{aligned}$ | 1021.6 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870892) Mufflers and exhaust pipes for motor vehicles, \$8-33 | $\begin{aligned} & \text { DE } \\ & 224.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 192.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 128 \end{aligned}$ | 733.9 |
|  | (870893) Clutches and parts thereof for motor vehicles, \$0-10 | $\begin{aligned} & \text { FR } \\ & 310.3 \end{aligned}$ | IT 46.5 | $\begin{aligned} & \text { SE } \\ & 35.5 \end{aligned}$ | 495.5 |
|  | (870892) Mufflers and exhaust pipes for motor vehicles, \$0-8 | $\begin{aligned} & \text { GB } \\ & 147.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.7 \end{aligned}$ | 298.4 |
|  | (870821) Safety seat belts for motor vehicles, \$0-13 | $\begin{aligned} & \text { FR } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 29.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 23.6 \end{aligned}$ | 184.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
|  | (903290) Parts and accessories for automatic controls, \$41-198 | $\begin{aligned} & V N \\ & 170.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 114.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 93.9 \end{aligned}$ | 661.0 |
|  | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | NL $57.4$ | 605.5 |
|  | (902290) Parts and accessories for radiation apparatus, \$0-93 | $\begin{aligned} & \text { FR } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.1 \end{aligned}$ | 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, $\quad$ crustaceans,molluscs, $\quad$ aquaticinvertebrates nes | (030613) Shrimps and prawns, frozen, \$6-12 | $\begin{aligned} & C N \\ & 370.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 205.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 160.6 \end{aligned}$ | 1055.5 |
|  | (030410) Fish fillet or meat, fresh or chilled, not liver, roe, \$6-15 | NL 64.1 | DE 39.9 | $\begin{aligned} & \text { JP } \\ & 31.7 \end{aligned}$ | 291.2 |
|  | (030490) Fish meat \& mince, except liver, roe \& fillets, froze, \$2-8 | TH 80.1 | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 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 blueveined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | JP 34.3 | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | PH 48.1 | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$1-16 | NL 261 | $\begin{aligned} & \mathrm{CH} \\ & 92.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 91.7 \end{aligned}$ | 764.3 |
|  | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | NL 11.3 | BY 3.3 | 56.6 |


|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | 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 | $\begin{aligned} & \text { ES } \\ & 222.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 150.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 91.7 \end{aligned}$ | 895.2 |
|  | (070310) Onions and shallots, fresh or chilled, \$0-1 | GB 75 | NL 60.7 | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 694.7 |
|  | (070200) Tomatoes, fresh or chilled, \$0-2 | $\begin{aligned} & R U \\ & 102.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 61.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.4 \end{aligned}$ | 458.4 |
|  | (070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4 | $\begin{aligned} & \text { US } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 54.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 46.7 \end{aligned}$ | 374.9 |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$13 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | JP 54.4 | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080290) Nuts edible, fresh or dried, nes, \$4-20 | $\begin{aligned} & C N \\ & 269.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 84.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 53.2 \end{aligned}$ | 496.0 |
|  | (081340) Fruits, dried nes, \$3-14 | NL 8.4 | DE 6.7 | $\begin{aligned} & R U \\ & 5.4 \end{aligned}$ | 49.3 |
|  | (080110) Coconuts, fresh or dried, \$1-4 | IN 26.4 | MO 1.6 | PS . 6 | 31.6 |
|  | (081340) Fruits, dried nes, \$1430 | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | GB 4.4 | CZ 2.6 | 28.7 |
| Cereals | (100590) Maize except seed corn, \$0-1 | JP <br> 3443.3 | $\begin{aligned} & \text { EG } \\ & 1739.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 703.2 \end{aligned}$ | 7614.0 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & C N \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 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 |




|  | (210110) Coffee extracts, essences, concentrates, preparations, \$0-4 | $\begin{aligned} & \text { PH } \\ & 160.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 13.4 \end{aligned}$ | 326.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | DE 32.2 | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 77.7 \end{aligned}$ | $\begin{aligned} & \text { PS } \\ & 58.3 \end{aligned}$ | 802.1 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | JP 81.9 | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Guyana

## Basic statistics

| Current diversification (number of products) | 1,009 | Potential new products more complex <br> (percentage) | 73 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,591 | Export opportunity in more complex products <br> (percentage) | 40 |
| Potential new products more complex than <br> the country's average | 2,618 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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 | 5 |
| Germany | 4 |
| 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 |


| 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 |


| France | 5 |
| :--- | :--- |
| Netherlands | 4 |
| China, Hong Kong SAR | 3 |
| Japan | 3 |
| Others | 22 |

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 <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & D E \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |



|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | NL $128.1$ | 1181.5 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Aluminium and articles thereof | (760110) Aluminium unwrought, not alloyed, \$0-1 | $\begin{aligned} & \text { KR } \\ & 1632.1 \end{aligned}$ | JP <br> 1575.9 | $\begin{aligned} & \text { TR } \\ & 850.8 \end{aligned}$ | 4877.8 |
|  | (760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6 | $\begin{aligned} & \text { US } \\ & 360.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 110.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 64.6 \end{aligned}$ | 871.8 |
|  | (760711) Foil, aluminium, not backed, rolled but nfw, < 0.2mm, \$0-3 | US <br> 138.7 | FR 67.6 | $\begin{aligned} & \text { EG } \\ & 55.3 \end{aligned}$ | 511.8 |
|  | (761290) Aluminium casks, drums, boxes etc, capacity <300 litr, \$5-21 | GB 68 | $\begin{aligned} & \text { AT } \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | 407.1 |
|  | (760421) Profiles, hollow, aluminium, alloyed, \$0-4 | FR 44.4 | $\begin{aligned} & \text { DE } \\ & 32.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 21.4 \end{aligned}$ | 261.5 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |



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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | RU 2.3 | 69.5 |
|  | (060120) Bulbs, tubers, corms etc in growth, chicory plants, \$23 | US 18.7 | $\begin{aligned} & \mathrm{CH} \\ & 15.5 \end{aligned}$ | SE 4.3 | 57.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | US 27.4 | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | BY 3.3 | 56.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US <br> 947.3 | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | US $43.4$ | 320.4 |


|  | (120600) Sunflower seeds, \$0-4 | AE 33.2 | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \text { NL } \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | AF <br> 23.2 | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck, goose, offal, prepared, preserved not live, \$36 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | CZ 1.9 | 16.4 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |


|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | US 43.9 | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | US 59.1 | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180500) Cocoa powder, unsweetened, \$2-6 | US 63.9 | $\begin{aligned} & \mathrm{CN} \\ & 31.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 16.6 \end{aligned}$ | 223.3 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | FR 43.7 | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | CA 27 | 202.2 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | ```(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, $0-2``` | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |


|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous ediblepreparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | DE 32.2 | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 1077.2 \end{aligned}$ | $\begin{aligned} & R U \\ & 149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 131.3 \end{aligned}$ | 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, \$622 | CZ . 2 | GY . 1 | HK . 1 | 0.5 |
| Residues, wastes of food industry, animal fodder | (230910) Dog or cat food (retail), \$0-1 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.5 \end{aligned}$ | 480.5 |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Haiti

## Basic statistics

| Current diversification (number of products) | 1,699 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,629 | Export opportunity in more complex products <br> (percentage) | 52 |
| Potential new products more complex than <br> the country's average | 2,922 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 33 |
| France | 7 | Western Europe | 21 |
| China | 7 | Northern America | 16 |
| Germany | 6 | Eastern Europe | 8 |
| Netherlands | 4 | Northern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Japan | 3 | South America | 3 |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 27 |  |  |

## 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 |
| Edible fruit, nuts, peel of citrus fruit, melons | 17 |
| Beverages, spirits and vinegar | 11 |


| 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 |


| France | 5 |
| :--- | :--- |
| Netherlands | 5 |
| China, Hong Kong SAR | 4 |
| Japan | 3 |
| United Arab Emirates | 3 |
| Philippines | 3 |
| Others | 23 |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | DE <br> 4992.3 | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |


|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \mathrm{AU} \\ & 315.2 \end{aligned}$ | BE <br> 115.7 | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | $\begin{aligned} & \text { US } \\ & 345 \end{aligned}$ | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | DE $221.2$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | NL 4.8 | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, $\$ 582-2464$ | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (842951) Front end shovel loaders, \$2736672431 | $\begin{aligned} & \text { FR } \\ & 443.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 207.4 \end{aligned}$ | 1552.2 |
|  | (841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416 | ES $335.1$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP $178.9$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527 | $\begin{aligned} & \mathrm{CN} \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 799.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 391.7 \end{aligned}$ | 3322.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US $1677.9$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & \mathrm{RU} \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | US $177.6$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (852692) Radio remote control apparatus, \$011 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 3.5 \end{aligned}$ | AR 2.2 | 1168.6 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.4 \end{aligned}$ | 533.2 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (870190) Wheeled tractors nes, \$0-9592 | $\begin{aligned} & \text { ES } \\ & 57.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.1 \end{aligned}$ | 389.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | ES 106 | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |


| (902211) <br> 51451 | Medical X-ray apparatus, \$4661- | US | FR | DE | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{RU} \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$2-5 | $\begin{aligned} & \mathrm{CN} \\ & 448.9 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 269.2 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 79.3 \end{aligned}$ | 1279.2 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |


|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$520 | NL 44.1 | CZ 9.9 | BE 7.2 | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 38.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 33.3 \end{aligned}$ | DE 25 | 248.5 |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | FR 96.8 | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (070940) Celery, other than celeriac, fresh or chilled, \$1-3 | $\begin{aligned} & \text { CA } \\ & 108.9 \end{aligned}$ | HK 4.6 | $\begin{aligned} & \text { DE } \\ & 4.4 \end{aligned}$ | 144.2 |
|  | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | $\begin{aligned} & \text { US } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 117.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | US $281.9$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$412 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |


| Animal,vegetable fats and <br> oils, cleavage products, <br> etc | (151800)Processed animal, <br> vegetable oils, industrial preps ne, <br> \$0-0 | NL <br> 205.8 | SG <br> 86.9 | ES <br> 55.9 | 564.0 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (151800) Processed animal, <br> vegetable oils, industrial preps ne, <br> \$0-4 | SG |  |  |  |


|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE 14.3 | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE <br> 137.6 | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | FR 26.6 | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |



| (230890) Vegetable wastes and | NO | TH 6.5 | CN |
| :--- | :--- | :--- | :--- | :--- |
| residues nes for animal feed, \$0-2 | 14.4 |  | 6.2 |

## Heard Island and McDonald Islands

## Basic statistics

| Current diversification (number of products) | 33 | Potential new products more complex <br> (percentage) | 41 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,259 | Export opportunity in more complex products <br> (percentage) | 10 |
| Potential new products more complex than <br> the country's average | 517 | Import replacement opportunity in more <br> 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 | 3 |
|  | 3 |

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

By countries By regions

| Country | Percent |  | Region | Percent |
| :--- | :--- | :--- | :--- | :--- |
| USA | 21 | Asia | 33 |  |
| France | 8 | Northern America | 22 |  |
| China | 5 | Western Europe | 18 |  |
| Germany | 4 | Northern Europe | 7 |  |
| Japan | 4 | Eastern Europe | 7 |  |
| United Kingdom | 4 | Southern Europe | 6 |  |


| Russian Federation | 3 |
| :--- | :--- |
| Italy | 3 |
| Singapore | 3 |
| Others | 25 |

## 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 |


| 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 | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| Country | 19 | Asia | 34 |
| USA | Northern America | 22 |  |
| United Kingdom | 5 | Western Europe | 16 |
| Germany | 5 | Eastern Europe | 10 |
| France | 5 | Northern Europe | 9 |
| Russian Federation | 5 | Sub-Saharan Africa | 4 |
| Netherlands | 4 | Southern Europe | 3 |
| China, Macao SAR | 4 |  |  |
| Japan | 4 |  |  |
| United Arab Emirates | 4 |  |  |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 64.7 \end{aligned}$ | 939.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$1-5 | $\begin{aligned} & R U \\ & 119.4 \end{aligned}$ | TH 72 | $\begin{aligned} & \text { SA } \\ & 61.4 \end{aligned}$ | 691.6 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |


|  | coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481950) Containers, packing, nes of paper, \$211 | $\begin{aligned} & \text { IT } \\ & 133.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 47.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 23.4 \end{aligned}$ | 319.6 |
|  | (481810) Toilet paper, \$1-2 | $\begin{aligned} & \text { DE } \\ & 94.3 \end{aligned}$ | SA 32 | $\begin{aligned} & \mathrm{HN} \\ & 15 \end{aligned}$ | 275.9 |
| Knitted or crocheted fabric | (600230) Knit or crochet fabric, width > 30 cm , $>5 \%$ elastomer, \$0-8 | $\begin{aligned} & \text { KH } \\ & 1342 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 46.6 \end{aligned}$ | 1674.2 |
|  | (600293) Knit or crochet fabric of manmade fibres, nes, \$5-20 | $\begin{aligned} & V N \\ & 157.5 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 39.3 \end{aligned}$ | 438.5 |
|  | (600292) Knit or crochet fabric of cotton, nes, \$06 | $\begin{aligned} & \text { LK } \\ & 88.3 \end{aligned}$ | $\begin{aligned} & \text { SV } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 23.9 \end{aligned}$ | 277.3 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | US $1437.8$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | JP $207.4$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | US $260.1$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
| Articles of apparel, accessories, not knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \mathrm{RU} \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |


|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | 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 <br> 1179.6 | $\begin{aligned} & \mathrm{BE} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.9 \end{aligned}$ | 1215.2 |
|  | (630392) Curtains drapes blinds valances, synth fibre, not kni, \$9-31 | $\begin{aligned} & \text { US } \\ & 780.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 9.1 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 6.3 \end{gathered}$ | 829.7 |
|  | (630392) Curtains drapes blinds valances, synth fibre, not kni, \$0-9 | $\begin{aligned} & \text { FR } \\ & 105.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 21.5 \end{aligned}$ | 275.1 |
|  | (630222) Bed linen, of manmade fibres, printed, not knit, \$6-16 | US $240.8$ | $\begin{aligned} & \mathrm{KR} \\ & 2.5 \end{aligned}$ | $\begin{gathered} N Z \\ 1.2 \end{gathered}$ | 251.9 |
|  | (630130) Blankets (non-electric) and travelling rugs, of cotto, \$8-25 | $\begin{aligned} & \text { US } \\ & 198.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 3.4 \end{aligned}$ | $\begin{gathered} \text { AE } \\ 1.9 \end{gathered}$ | 214.4 |
| Pearls, precious stones, metals, coins, etc | (711319) Jewellery and parts of precious metal except silver, \$0-2099 | $\begin{aligned} & \text { CN } \\ & 2053.8 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 30.8 \end{aligned}$ | $\begin{aligned} & \text { AW } \\ & 26.2 \end{aligned}$ | 2183.0 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$0-514 | $\begin{aligned} & \text { US } \\ & 295.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 237.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 46.2 \end{aligned}$ | 651.2 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$514-2422 | $\begin{aligned} & H K \\ & 169.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 81.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.1 \end{aligned}$ | 514.4 |
|  | (711719) Imitation jewellery nes of base metal including plate, \$223-506 | $\begin{aligned} & \text { FR } \\ & 180.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.1 \end{aligned}$ | IT 27 | 314.8 |
|  | (711320) Jewellery, parts, base metal clad with precious metal, \$0-69 | CN 9.7 | $\begin{aligned} & \text { FR } \\ & 2.1 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 1.8 \end{aligned}$ | 17.1 |
| Machinery \& mech appliance etc | (843131) Parts of lifts, skip hoist or escalators, \$8-55 | $\begin{aligned} & H K \\ & 215.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 35.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.4 \end{aligned}$ | 398.7 |



Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, <br> unit price range | Top growing markets <br> (USD million) | Export <br> opportunity (USD <br> million) |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\# 1$ | $\# 2$ | \#3 |  |


| Dairy products, eggs, honey, edible animal product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Products of animal origin, nes | (051199) Animal products and domestic animal carcass (nonfood, \$1-24 | $\begin{aligned} & \mathrm{CL} \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.8 \end{aligned}$ | $\begin{aligned} & \text { PY } \\ & 10.9 \end{aligned}$ | 103.0 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | US $281.9$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
| Coffee, tea, mate and spices | (090111) Coffee, not roasted, not decaffeinated, \$7-15 | $\begin{aligned} & \mathrm{CH} \\ & 12.7 \end{aligned}$ | PT 4 | $\begin{aligned} & \text { DK } \\ & 3.7 \end{aligned}$ | 38.1 |
|  | (090130) Coffee husks and skins, \$4-19 | GB 6.6 | $\begin{aligned} & \text { ES } \\ & 1.9 \end{aligned}$ | LU 1 | 14.9 |
|  | (091030) Turmeric (curcuma), \$2-9 | IN 2.5 | $\begin{aligned} & \text { US } \\ & 2.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 1.9 \end{aligned}$ | 13.6 |
|  | (090412) Pepper of the genus Piper, crushed or ground, \$3-11 | IE 2.2 | $\begin{gathered} \text { NG } \\ 1.6 \end{gathered}$ | $\begin{aligned} & \text { PT } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
| Sugars and sugar confectionery | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 18.5 \end{aligned}$ | 137.1 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 10.7 \end{aligned}$ | 121.0 |
| Cocoa and cocoa preparations | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |


|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | ID 31.7 | $\begin{aligned} & \mathrm{FI} \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & M Y \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 78.8 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 16.9 \end{aligned}$ | 309.2 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 27 \end{aligned}$ | 202.2 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{gathered} \mathrm{NL} \\ 9.4 \end{gathered}$ | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1 | $\begin{aligned} & \text { TR } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & M Y \\ & 10.1 \end{aligned}$ | 120.7 |
|  | (200811) Ground-nuts otherwise prepared or preserved, \$2-5 | $\begin{aligned} & \text { US } \\ & 63.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 4.4 \end{aligned}$ | 117.7 |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |


|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 5.6 \end{aligned}$ | 145.1 |
|  | (210120) Tea and mate extracts, essences and concentrates, \$320 | $\begin{aligned} & \text { US } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 11.2 \end{aligned}$ | 88.3 |
| Beverages, spirits and vinegar | (220210) Beverage waters, sweetened or flavoured, \$1-3 | US $182.5$ | $\begin{aligned} & \text { NL } \\ & 17.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 9.6 \end{aligned}$ | 272.5 |

## Holy See (Vatican City State)

## Basic statistics

| Current diversification (number of products) | 300 | Potential new products more complex <br> (percentage) | 66 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,901 | Export opportunity in more complex products <br> (percentage) | 26 |
| Potential new products more complex than <br> the country's average | 1,925 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 23 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 34 |
| China | 7 | Western Europe | 20 |
| France | 7 | Northern America | 19 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 3 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Canada | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 27 |  |  |

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 |
| :---: | :---: |
| 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 |


| 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 | 22 |  |  |  |
| Others |  |  |  |  |

## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |



|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| Paper \&paperboard,articles of pulp,paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | IN $372.1$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | ne, \$2-9 | US $107.5$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Articles $\quad$ ofapparel,accessories, knitor crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \mathrm{RU} \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |
| Iron and steel | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |


|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t $1-3 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 77.2 \end{aligned}$ | $\begin{aligned} & M Y \\ & 60.2 \end{aligned}$ | 479.5 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | IL 46.7 | $\begin{aligned} & \text { VN } \\ & 20 \end{aligned}$ | 397.6 |
|  | (721012) Flat rolled iron or non-alloy steel, coated with tin, $\mathrm{w}>600 \mathrm{~mm}, \mathrm{t}<0.5 \mathrm{~m}, \$ 0-1$ | $\begin{aligned} & \text { PH } \\ & 43.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 26.4 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 19.6 \end{aligned}$ | 268.6 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \text { AU } \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (851140) Starter motors, \$40-349 | US <br> 1191.8 | $\begin{aligned} & C N \\ & 144 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 143.6 \end{aligned}$ | 1673.4 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
|  | (851629) Electric space heating nes and soil heating apparatus, \$36-182 | $\begin{aligned} & \text { JP } \\ & 359.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 251.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.2 \end{aligned}$ | 782.7 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE $116.2$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |


| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US $353.1$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$065 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |

## Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, unit <br> price range | Top <br> (USD million) | markets | Export <br> opportunity <br> (USD million) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Meat and edible meat |  |  |  |  |
| offal |  |  |  |  |


|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots), nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \mathrm{AE} \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Milling products, malt, starches, inulin, wheat gluten | (110812) Maize (corn) starch, \$0-1 | $\begin{aligned} & \text { DE } \\ & 9.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 6.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.3 \end{aligned}$ | 56.1 |
|  | (110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13 | CA 13 | $\begin{aligned} & \text { DE } \\ & 7.3 \end{aligned}$ | JP 3.9 | 48.2 |
|  | (110419) Cereals, rolled or flaked grains nes, \$0-3 | $\begin{aligned} & \text { GB } \\ & 1.5 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 1.3 \end{aligned}$ | DE . 9 | 6.7 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |





## Honduras

## Basic statistics

| Current diversification (number of products) | 4,072 | Potential new products more complex <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,823 | Export opportunity in more complex products <br> (percentage) | 54 |
| Potential new products more complex than <br> the country's average | 3,138 | Import replacement opportunity in more <br> 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 | 7 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Plastics and articles thereof | 6 |
| Iron and steel | 4 |
| Vehicles other than railway, tramway | 3 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Miscellaneous chemical products | 3 |
| Articles of iron or steel | 38 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 37 |
| China | 9 | Western Europe | 20 |
| France | 7 | Northern America | 15 |
| Germany | 6 | Southern Europe | 7 |
| Thailand | 4 | Eastern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| India | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 |
| Suthers with smaller share | 7 |
|  | 2 |

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 |


| 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 metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE <br> 668.9 | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | VN 183.7 | US $113.6$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |



|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US <br> 111.7 | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 34.75 mm , nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <br> <50l closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |


|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (842710) Self-propelled works trucks, electric motor, \$6305-18192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | $\begin{aligned} & C Z \\ & 85.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 81.2 \end{aligned}$ | 748.0 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \mathrm{PH} \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |



## 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 | $\begin{aligned} & C N \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (021019) Swine meat, <br> salted/dried/smoked  <br> ham/shoulder/bell, $\$ 4-12$ not | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |


|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030541) Salmon, smoked, including fillets, \$0-12 | $\begin{aligned} & \text { GR } \\ & 14.3 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 8.9 \end{gathered}$ | 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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |


|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | PL 12.5 | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | US 10 | 64.9 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | US 41.7 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |
|  | (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 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 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, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | FR 63.9 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & \text { RU } \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |


|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$7-14 | HK 5.9 | AE 4.2 | SG 3 | 24.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190510) Crispbread, \$2-6 | NL 15.6 | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | DK 5.3 | 56.9 |
|  | (190490) Cereals, except maize grain, prepared nes, \$5-10 | JM 14.2 | DE 5.6 | $\begin{aligned} & \mathrm{MM} \\ & 5.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US $141.2$ | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | US <br> 34.3 | AL $12.4$ | 145.1 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{DE} \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$0-7 | $\begin{aligned} & \text { RU } \\ & 284.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 23.9 \end{aligned}$ | 432.9 |



## Hungary

## Basic statistics

| Current diversification (number of products) | 16,143 | Potential new products more complex <br> (percentage) | 86 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 671 | Export opportunity in more complex products <br> (percentage) | 79 |
| Potential new products more complex than <br> the country's average | 579 | Import replacement opportunity in more <br> 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 | 5 |
| Sum of others with smaller share | 17 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 20 | Asia | 38 |
| United Kingdom | 10 | Northern America | 22 |
| China | 9 | Western Europe | 14 |
| Rep. of Korea | 5 | Northern Europe | 12 |
| Germany | 4 | Southern Europe | 4 |
| Japan | 4 |  | 4 |
| France | 4 |  |  |
| China, Hong Kong SAR | 3 |  |  |
| Canada | 3 |  |  |
| Others Europe |  |  |  |
| India | 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 | 56 |
| Meat and edible meat offal | 19 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 8 |



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 metalcompound, isotopes | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (282520) Lithium oxide and hydroxide, \$12-38 | $\begin{aligned} & \text { JP } \\ & 402.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 161.6 \end{aligned}$ | ES 3.5 | 581.8 |
|  | (283691) Lithium carbonates, \$11-27 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | US 57.9 | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$0-195 | $\begin{aligned} & \mathrm{CN} \\ & 355.5 \end{aligned}$ | PL 4.2 | US 2.2 | 363.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | DE 74.9 | $\begin{aligned} & \text { FR } \\ & 74.2 \end{aligned}$ | 271.8 |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$777-1397 | DE 197 | $\begin{aligned} & \text { FR } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 68.3 \end{aligned}$ | 463.3 |
|  | (290930) Aromatic ethers, derivatives, $\$ 8$ - 43 | JP 54.2 | KR 16.1 | $\begin{aligned} & \text { US } \\ & 13.3 \end{aligned}$ | 138.2 |
|  | (290539) Diols except ethylene and propylene glycol, \$0-1 | KR 48 | ES 34 | $\begin{aligned} & \text { IT } \\ & 15.4 \end{aligned}$ | 117.3 |
|  | (290810) Halogen derivs of phenols or phenol-alcohols, \& salts, \$0-6 | $\begin{aligned} & \mathrm{CN} \\ & 80.1 \end{aligned}$ | KR 21 | IN 6 | 115.6 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$28-69 | NL 73.1 | $\begin{aligned} & \mathrm{CN} \\ & 22.3 \end{aligned}$ | IN 5.3 | 113.7 |
| Pharmaceutical products | (300220) Vaccines, human use, \$2379-9410 | US <br> 3300.4 | $\begin{aligned} & \text { GB } \\ & 1484.6 \end{aligned}$ | $\begin{aligned} & C N \\ & 890 \end{aligned}$ | 6344.2 |


| Pearls, precious stones, metals, coins, etc | (711029) Palladium in semimanufactured forms, \$44611104574 | $\begin{aligned} & \text { GB } \\ & 1272.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 320.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 278.8 \end{aligned}$ | 1947.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (710610) Silver powder, \$122627 | GB 57 | FR 55.2 | $\begin{aligned} & \text { HK } \\ & 24.5 \end{aligned}$ | 149.0 |
|  | (711019) Platinum in semimanufactured forms, \$3101371353 | DE 39.5 | KR 37.7 | $\begin{aligned} & \text { US } \\ & 13.4 \end{aligned}$ | 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 4.7510m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 34.9 \end{aligned}$ | 447.2 |
|  | (720221) Ferro-silicon, >55\% silicon, \$1-1 | $\begin{aligned} & J P \\ & 270.4 \end{aligned}$ | ID 40.6 | $\begin{aligned} & \text { RU } \\ & 14.4 \end{aligned}$ | 367.3 |
|  | (720110) Pig iron, non-alloy, <0.5\% phosphorus, \$0-1 | DE 92.8 | KR 54 | $\begin{aligned} & \text { BY } \\ & 42.7 \end{aligned}$ | 288.5 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, \$1-1 | $\begin{aligned} & \text { ID } \\ & 100.2 \end{aligned}$ | KR 7.4 | $\begin{aligned} & \text { MA } \\ & 6.7 \end{aligned}$ | 165.1 |
|  | (720823) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t $3-4.75 \mathrm{~mm}$, nes, $\$ 0-0$ | ID 65.1 | DK 15.7 | $\begin{aligned} & \text { DE } \\ & 14.2 \end{aligned}$ | 113.8 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}, \$ 1-2$ | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | US $165.6$ | 1236.0 |
|  | (730519) Pipe (oil/gas line) iron or steel nes, diameter >406m, \$1-8 | $\begin{aligned} & \mathrm{RO} \\ & 56.8 \end{aligned}$ | IT 33.3 | $\begin{aligned} & \mathrm{MD} \\ & 16.5 \end{aligned}$ | 148.8 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter $<406 \mathrm{~m}$, \$9-21 | EG 57.3 | SA 19.7 | $\begin{aligned} & \text { GB } \\ & 6.9 \end{aligned}$ | 92.5 |


|  | (732111) Cooking appliances for gas fuel, etc, iron or steel, \$4761394 | 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 | $\begin{aligned} & \text { MY } \\ & 252.7 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 103.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 78.2 \end{aligned}$ | 528.7 |
|  | (750400) Nickel powders and flakes, \$0-21 | $\begin{aligned} & \mathrm{CN} \\ & 105.7 \end{aligned}$ | KR 56.3 | $\begin{aligned} & \text { US } \\ & 20.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 28.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 4.3 \end{aligned}$ | 84.0 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$0-22 | FR 20.3 | US 16.6 | $\begin{aligned} & \text { CN } \\ & 8.1 \end{aligned}$ | 80.5 |
| Machinery \& mech appliance etc | (841182) Gas turbine engines nes of a power > 5000 kW , \$27700-2143688 | $\begin{aligned} & \text { CA } \\ & 195.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 96.3 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 78.4 \end{aligned}$ | 725.2 |
|  | (845129) Drying machines, nes, \$336-4747 | $\begin{aligned} & \text { US } \\ & 592.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.1 \end{aligned}$ | 657.5 |
|  | (842619) Transporter or bridge cranes, \$2034-50051 | $\begin{aligned} & \text { US } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 100.1 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 33.6 \end{aligned}$ | 392.7 |
|  | (841810) Combined refrigeratorfreezers, two door, \$1081-2714 | $\begin{aligned} & \text { US } \\ & 307.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 30.9 \end{aligned}$ | 337.6 |
| Electrical, electronicequipment | (850230) Electric generating sets, nes, \$102223-453892 | $\begin{aligned} & \mathrm{NL} \\ & 366.9 \end{aligned}$ | AU $319.5$ | $\begin{aligned} & \text { AR } \\ & 107 \end{aligned}$ | 1326.1 |
|  | (850230) Electric generating sets, nes, \$54215-102223 | US 99.2 | $\begin{aligned} & \text { UA } \\ & 65.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 44.6 \end{aligned}$ | 300.0 |


|  | (853630) Electrical circuit protectors nes for < 1,000 volts, \$242-307 | $\begin{aligned} & \mathrm{CN} \\ & 141.6 \end{aligned}$ | JP 52.4 | FR 9.6 | 219.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (850163) AC generators, of an output 375-750 kVA, \$309-8228 | $\begin{aligned} & \text { KR } \\ & 156.8 \end{aligned}$ | 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 | $\begin{array}{lrr} \text { (902150) } & \text { Pacemakers for } \\ \text { stimulating } & \text { heart muscles, } \\ \$ 1849-3549 \end{array}$ | $\begin{aligned} & \text { DE } \\ & 254.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 79.2 \end{aligned}$ | 723.6 |
|  | (901380) Optical devices, appliances and instruments, nes, \$0-10 | $\begin{aligned} & \mathrm{HK} \\ & 677.7 \end{aligned}$ | US 11 | $\begin{aligned} & \text { MY } \\ & 7.6 \end{aligned}$ | 698.3 |
|  | (901320) Lasers, other than laser diodes, \$5888-14524 | US $378.7$ | TH 10 | $\begin{aligned} & \text { MY } \\ & 8.9 \end{aligned}$ | 408.6 |
|  | (900390) Parts of frames and mountings for spectacles etc, \$298-681 | IT 87.3 | FR 26.7 | $\begin{aligned} & \mathrm{CN} \\ & 24.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { SA } \\ & 19.8 \end{aligned}$ | JP $11.1$ | $\begin{aligned} & \mathrm{NL} \\ & 9.6 \end{aligned}$ | 90.1 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030191) Trout, live, \$3-12 | $\begin{aligned} & \text { FR } \\ & 16.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.7 \end{aligned}$ | IE 1 | 23.6 |
|  | (030250) Cod, fresh or chilled, whole, \$0-5 | $\begin{aligned} & \text { FR } \\ & 3.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | $\begin{aligned} & \text { LV } \\ & 1.5 \end{aligned}$ | 10.9 |


|  | (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 | $\begin{aligned} & \mathrm{FI} \\ & 13.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.8 \end{aligned}$ | 30.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (121120) Ginseng roots, \$13-75 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { BE } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 224.8 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$10-15 | $\begin{aligned} & \text { PE } \\ & 7.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 28.1 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$5-10 | $\begin{aligned} & \text { KR } \\ & 1.6 \end{aligned}$ | $\begin{gathered} \mathrm{NL} \\ 1.2 \end{gathered}$ | CN 1 | 11.6 |
| Sugars and confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$8-25 | $\begin{aligned} & \text { TG } \\ & 1.7 \end{aligned}$ | 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 | Fl . 3 | CN . 3 | JP . 1 | 1.0 |
| Miscellaneous edible preparations | (210220) Yeasts, inactive, dead unicellular organisms nes, \$53170 | $\begin{aligned} & \text { DE } \\ & 4.3 \end{aligned}$ | CO. 8 | KR . 6 | 7.8 |

## Iceland

## Basic statistics

| Current diversification (number of products) | 4,596 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,210 | Export opportunity in more complex products <br> (percentage) | 37 |
| Potential new products more complex than <br> the country's average | 2,858 | Import replacement opportunity in more <br> 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 | 6 |  |
| Plastics and articles thereof | 5 |  |
| Electrical, electronic equipment | 4 |  |
| Optical, photo, technical, medical, etc apparatus | 6 |  |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 39 |
| China | 10 |  | Western Europe |
| Germany | 6 |  | Northern America |
| France | 13 |  |  |
| United Kingdom | 4 | Southern Europe | 7 |
| Thailand | 4 | Eastern Europe | 7 |
| Netherlands | 3 | Northern Europe | 7 |
| Italy | 3 | South America | 4 |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 29 |  |  |
| P |  |  |  |

## 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 |


| Edible fruit, nuts, peel of citrus fruit, melons | 8 |
| :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | 8 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 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 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 24 | Asia | 47 |
| Germany | 8 | Western Europe | 17 |
| USA | 7 | Northern America | 9 |
| Viet Nam | 4 | Northern Europe | 7 |


| 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, <br> precious metal <br> compound, isotopes  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | NL $228.1$ | FR 131 | 896.3 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (290122) Propene (propylene), \$07 | US <br> 191.3 | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | SK 97.5 | 645.0 |
| Miscellaneous chemical products | Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (380830) Herbicides, sprouting and growth regulators, \$18-39 | IN 75.5 | $\begin{aligned} & \text { US } \\ & 75.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 58.1 \end{aligned}$ | 461.8 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | FR 37.3 | 497.8 |




|  | (902211) Medical X-ray apparatus, <br> \$51451-121637 | RU <br> 136.6 | FR <br> 114.7 | BR 88 | 680.8 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (901320) Lasers, other than laser <br> diodes, $\$ 5888-14524$ | US <br> 378.7 | TH 10 | MY 8.9 | 408.6 |
|  | (902830) Electricity supply, <br> production and calibrating meters, <br> \$0-60 | US <br> 104.1 | IT <br> 72.9 | GB <br> 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP 129.5 | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \text { CN } \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Dairy products, eggs, honey, edible animal product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \mathrm{PH} \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |


|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, $\$ 1-3$ | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | US 8.2 | SA 5.5 | 60.6 |
|  | (081320) Prunes, dried, \$2-6 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | IT 3.1 | NL 2.6 | 34.9 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |



|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | CZ 1.9 | 16.4 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | Fl 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 | $\begin{aligned} & \text { RU } \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190510) Crispbread, \$2-6 | NL 15.6 | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US $141.2$ | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 19.8 \end{aligned}$ | JM 7.4 | NL 5.1 | 56.3 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | TH 19.5 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-0 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 66.6 \end{aligned}$ | 496.3 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
| Residues, wastes of food industry, animal fodder | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 6.2 \end{aligned}$ | 60.1 |

## India

## Basic statistics

| Current diversification (number of products) | 21,147 | Potential new products more complex <br> (percentage) | 73 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 479 | Export opportunity in more complex products <br> (percentage) | 51 |
| Potential new products more complex than <br> the country's average | 349 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 31 |
| Germany | 13 | Western Europe | 24 |
| China | 12 | Northern America | 15 |
| Singapore | 5 | Northern Europe | 10 |
| Netherlands | 5 | Southern Europe | 7 |
| Japan | 5 | Eastern Europe | 6 |
| United Kingdom | 5 |  |  |
| Italy | 4 |  |  |
| Rep. of Korea | 4 |  |  |
| Others | 18 |  |  |

## 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 |


| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| Japan | 21 | Asia | 34 |
| Germany | 8 | Western Europe | 24 |
| Singapore | 6 | Eastern Europe | 15 |
| Netherlands | 6 | Northern Europe | 11 |
| United Kingdom | 6 | Southern Europe | 10 |
| Austria | 5 | Northern America | 4 |
| Italy | 5 |  |  |
| Hungary | 4 |  |  |
| Slovakia | 3 |  |  |
| Czechia | 3 |  |  |
| USA | 3 |  |  |
| Others | 14 |  |  |

## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010392) Swine, live except pure-bred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | HU 48 | 300.7 |
|  | (010391) Swine, live except pure-bred breeding < $50 \mathrm{~kg}, \$ 0-62$ | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | 73.3 |
|  | (021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14 | $\begin{aligned} & \text { US } \\ & 9.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 7.9 \end{aligned}$ | JP 5 | 42.6 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$1426-4982 | $\begin{aligned} & \text { GB } \\ & 147 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 106.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.5 \end{aligned}$ | 400.5 |
|  |  | IN 81 | $\begin{aligned} & \text { KR } \\ & 55.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 25.9 \end{aligned}$ | 203.1 |
|  | (290124) Buta-1, 3-diene and isoprene, \$00 | $\begin{aligned} & \text { GB } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | 96.3 |
|  | (290541) Trimethylolpropane, \$1-3 | $\begin{aligned} & \text { US } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 5.9 \end{aligned}$ | ES . 9 | 22.8 |


|  | (290612) <br> 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 $>600 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { CN } \\ & 152.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 18.5 \end{aligned}$ | 317.5 |
|  | (722210) Stainless steel bar nfw than hot rolled/drawn/extrude, \$9-17 | $\begin{aligned} & \mathrm{BR} \\ & 8.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 4.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 3.2 \end{aligned}$ | 23.9 |
|  | (722710) Bar/rod, of high speed steel, irregular coils, \$14-32 | $\begin{aligned} & \mathrm{CN} \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 2.1 \end{aligned}$ | 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 | $\begin{gathered} \text { AE } \\ 1.6 \end{gathered}$ | DO . 2 | RW . 2 | 2.5 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \text { CN } \\ & 985.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{BE} \\ & 163.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 67.5 \end{aligned}$ | $\begin{aligned} & C Z \\ & 18.9 \end{aligned}$ | 261.6 |
|  | (842691) Cranes designed for mounting on road vehicles, \$35478-75354 | $\begin{aligned} & \text { GB } \\ & 129.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 45.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 33.9 \end{aligned}$ | 258.4 |
|  | (845610) Laser, light and photon beam process machine tools, \$69556-169045 | $\begin{aligned} & \text { US } \\ & 90.9 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 10.5 \end{aligned}$ | 151.9 |
|  | (846021) Num controlled grinding machines nes, accuracy 0.01 mm , \$226453-560578 | $\begin{aligned} & \text { US } \\ & 60.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 17.4 \end{aligned}$ | SE 6.9 | 123.6 |
|  | (844400) Machines to extrude, draw, cut manmade textile fibres, \$758441-2720375 | $\begin{aligned} & \text { TR } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 5.4 \end{aligned}$ | 101.7 |
| Electrical, electronic equipment | (851710) Telephone sets, \$343-1178 | $\begin{aligned} & \text { SK } \\ & 83.1 \end{aligned}$ | US . 2 | IN . 2 | 84.1 |


|  | (852732) Radio-telephony etc receivers, nes, \$0-16 | $\begin{aligned} & \mathrm{NL} \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 9.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 6.8 \end{aligned}$ | 39.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (850910) Domestic vacuum cleaners, \$366813 | DE 12 | $\begin{aligned} & C Z \\ & 5.2 \end{aligned}$ | SG 5 | 35.3 |
|  | (852290) Parts and accessories of recorders except cartridges, \$163-358 | $\begin{aligned} & \mathrm{HU} \\ & 7.1 \end{aligned}$ | 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$1.22 \mathrm{e}+07$ | DE $337.9$ | AU $133.7$ | $\begin{aligned} & \text { SE } \\ & 46.6 \end{aligned}$ | 643.9 |
|  | (860800) Signals etc for rail, tram, waterway, port, airfield, \$48-106 | $\begin{aligned} & \text { KE } \\ & 11.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { MU } \\ & 4.6 \end{aligned}$ | 45.9 |
|  | (860730) Coupling devices, parts for railway rolling stock, \$38-87 | $\begin{aligned} & \text { US } \\ & 8.4 \end{aligned}$ | FR 6.8 | KE 3.2 | 24.8 |
|  | (860791) Railway locomotive parts nes, \$77-169 | $\begin{aligned} & \text { SA } \\ & 3.6 \end{aligned}$ | PL 1.5 | SN . 9 | 11.3 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$95900214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 110.8 \end{aligned}$ | 1001.2 |
|  | (870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331 | US $198.4$ | $\begin{aligned} & \text { SE } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 8.1 \end{aligned}$ | 248.5 |
|  | (870510) Mobile cranes, \$229543-522897 | $\begin{aligned} & \text { PL } \\ & 22.9 \end{aligned}$ | ES 8.8 | LU 6.4 | 69.5 |
|  | (870540) Mobile concrete mixers, \$0-26877 | $\begin{aligned} & \text { DO } \\ & 9.1 \end{aligned}$ |  |  | 9.1 |
|  | (870310) Snowmobiles, golf cars, similar vehicles, \$0-2650 | $\begin{aligned} & \text { DO } \\ & 4.9 \end{aligned}$ |  |  | 4.9 |
| Optical, photo, technical, medical, etc apparatus | (902920) Speed indicators, tachometers, stroboscopes, \$731-1479 | $\begin{aligned} & \text { CA } \\ & 73.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 1.1 \end{aligned}$ | SG . 6 | 77.3 |


| (900290) Mounted lenses, prisms, mirrors, optical elements nes, \$1833-4151 | $\begin{aligned} & \mathrm{CN} \\ & 44.6 \end{aligned}$ | FR 3 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | 58.1 |
| :---: | :---: | :---: | :---: | :---: |
| (901910) Massage and psychological aptitude-test apparatus, \$152-206 | $\begin{aligned} & \text { DE } \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 3.5 \end{aligned}$ | ES 1.4 | 24.8 |
| (901090) Parts and accessories for photo laboratory equipment, \$477-1448 | TN 9 | $\begin{aligned} & \text { KR } \\ & 7.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 3.7 \end{aligned}$ | 21.2 |
| (902221) Medical apparatus using alpha, beta or gamma radiatio, \$11443731667840 | $\begin{aligned} & \text { IN } \\ & 12.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BO} \\ & 3.3 \end{aligned}$ | $\begin{gathered} \text { KW } \\ 1.1 \end{gathered}$ | 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 purebred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 48 \end{aligned}$ | 300.7 |
|  | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 0-62$ | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.1 \end{aligned}$ | 35.8 |
|  | (010519) Poultry, live except domestic fowls, < 185 grams, \$82285 | CD 0 | CL 0 | SC 0 | 0.0 |
| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & D E \\ & 6.5 \end{aligned}$ | 73.3 |


|  | (021011) Hams and shoulders, swine, salted, dried or smoked, \$514 | US 9.1 | $\begin{aligned} & \text { DE } \\ & 7.9 \end{aligned}$ | JP 5 | 42.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030191) Trout, live, \$3-12 | $\begin{aligned} & \text { FR } \\ & 16.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.7 \end{aligned}$ | 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, \$611 | AT 4.4 | $\begin{aligned} & \text { UA } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 2.4 \end{aligned}$ | 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 | Fl 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, \$3784563374 | 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 | $\begin{aligned} & \text { JP } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 3.1 \end{aligned}$ | 31.3 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |


| Animal, vegetable fats and oils, cleavage products, etc | (151521) Maize oil crude, \$0-2 | $\begin{aligned} & \text { SG } \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 8.8 \end{aligned}$ | 70.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-3 | CZ 3.3 | $\begin{aligned} & \text { GB } \\ & 2.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 1.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 11.1 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.1 \end{aligned}$ | 22.4 |
|  | (160242) Swine shoulders \& cuts thereof, prepared or preserved, \$37 | CA 3.4 | NO 2 | $\begin{aligned} & \mathrm{BE} \\ & 1.3 \end{aligned}$ | 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 <br> (percentage) | 87 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,267 | Export opportunity in more complex products <br> (percentage) | 46 |
| Potential new products more complex than <br> the country's average | 1,097 | lmport replacement opportunity in more <br> 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 | 9 |
| Pharmaceutical products | 7 |
| Iron and steel | 6 |
| Nickel and articles thereof | 70 |
| Inorganic chemicals, precious metal compound, isotopes | 5 |
| Arms and ammunition, parts and accessories thereof | 3 |
| Electrical, electronic equipment | 3 |
| Meat and edible meat offal | 25 |
| Sum of others with smaller share | 3 |

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

| 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 |
|  | 21 |
|  |  |
| Others |  |
|  |  |


| 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 |


| 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 |


| China | 5 | Northern America | 6 |
| :--- | :--- | :--- | :--- |
| Poland | 4 |  |  |
| Spain | 4 |  |  |
| Japan | 4 |  |  |
| Belgium | 3 |  |  |
| United Kingdom | 3 |  |  |
| Netherlands | 18 |  |  |
| Others |  |  |  |

## 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 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | NL 76.9 | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | AT 64.3 | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | JP 13.8 | 271.3 |


| Inorganic chemicals, precious metal compound, isotopes | (280429) Rare gases other than argon, \$0-12 | CN 158 | JP $115.3$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$0-195 | $\begin{aligned} & \text { CN } \\ & 355.5 \end{aligned}$ | PL 4.2 | US 2.2 | 363.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | FR 74.2 | 271.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290122) Propene (propylene), \$07 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | FR 152 | SK 97.5 | 645.0 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | $\begin{aligned} & V N \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (293490) Heterocyclic compounds, nes, \$1397-5698 | $\begin{aligned} & \text { US } \\ & 300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 135.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.6 \end{aligned}$ | 509.6 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | $\begin{aligned} & \text { US } \\ & 1677.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |


|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64 | US $267.5$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | 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 nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 3$ 4.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | FR 263 | IT 60.8 | ES 39.7 | 560.2 |
|  | (720922) Cold rolled iron or nonalloy steel, coil, width >600mm, t 1 3 mm , nes, \$0-0 | JP $154.1$ | $\begin{aligned} & \mathrm{TH} \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
|  | (720221) Ferro-silicon, >55\% silicon, \$1-1 | $\begin{aligned} & \text { JP } \\ & 270.4 \end{aligned}$ | ID 40.6 | $\begin{aligned} & \mathrm{RU} \\ & 14.4 \end{aligned}$ | 367.3 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \text { CN } \\ & 985.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 879.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 461.3 \end{aligned}$ | 3935.8 |
|  | (750210) Nickel unwrought, not alloyed, \$0-13 | $\begin{aligned} & \text { MY } \\ & 252.7 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 103.9 \end{aligned}$ | FR 78.2 | 528.7 |
|  | (750512) Bars, rods and profiles, nickel alloy, \$23-60 | $\begin{aligned} & \mathrm{CN} \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 64.8 \end{aligned}$ | 363.5 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | ID 40.5 | $\begin{aligned} & \mathrm{CN} \\ & 22.4 \end{aligned}$ | 176.1 |
|  | (750512) Bars, rods and profiles, nickel alloy, \$60-115 | $\begin{aligned} & \text { VN } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 20.3 \end{aligned}$ | IL 18.7 | 71.0 |
| Machinery \& mech appliance etc | (841182) Gas turbine engines nes of a power > 5000 kW , \$277002143688 | $\begin{aligned} & \text { CA } \\ & 195.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 96.3 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 78.4 \end{aligned}$ | 725.2 |


|  | (843311) Mowers, powered, lawn, with horizontal cutting device, \$118-829 | $\begin{aligned} & \text { US } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 127.9 \end{aligned}$ | PL 56.8 | 494.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842619) Transporter or bridge cranes, \$2034-50051 | $\begin{aligned} & \text { US } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 100.1 \end{aligned}$ | PK 33.6 | 392.7 |
|  | (847710) Injection-moulding machines for rubber or plastic, $\$ 90066-209262$ | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | IT 34.5 | 391.9 |
|  | (843410) Milking machines, \$67351879 | DE 109 | $\begin{aligned} & \text { FR } \\ & 68.7 \end{aligned}$ | NL 30.2 | 374.1 |
| Electrical, electronic equipment | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$181-360 | $\begin{aligned} & \text { US } \\ & 177.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 11.3 \end{aligned}$ | 247.2 |
|  | (850153) AC motors, multi-phase, of an output > 75 kW , \$1756040915 | $\begin{aligned} & \text { DE } \\ & 107.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 38.9 \end{aligned}$ | PL 25.1 | 229.4 |
|  | (850163) AC generators, of an output 375-750 kVA, \$309-8228 | $\begin{aligned} & \text { KR } \\ & 156.8 \end{aligned}$ | US 4.3 | VN 3.5 | 176.2 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$87805-173310 | PK 39.5 | IT 12.3 | $\begin{aligned} & \text { GB } \\ & 11.3 \end{aligned}$ | 145.4 |
| Vehicles other than railway, tramway | $\begin{aligned} & \text { (870390) Automobiles nes } \\ & \text { including gas turbine powered, } \\ & \$ 34827-71594 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$86409165647 | $\begin{aligned} & \text { US } \\ & 1631.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 373.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 296.1 \end{aligned}$ | 3157.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 110.8 \end{aligned}$ | 1001.2 |



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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010119) Horses, live except pure-bred breeding, \$289056424711 | 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 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |


|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$23 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes aquatic | (030212) Salmon fresh or chilled, whole, \$0-7 | $\begin{aligned} & \text { FR } \\ & 590.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 288.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 258.9 \end{aligned}$ | 1625.0 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 5.7 \end{aligned}$ | TH 5.2 | 25.5 |
|  | (040899) Eggs, bird, not in shell not dried, \$1-4 | DK 3.4 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | $\begin{aligned} & \text { QA } \\ & 1.9 \end{aligned}$ | 15.2 |
| Edible vegetables and certain roots and tubers | (070420) Brussels sprouts, fresh or chilled, \$1-3 | $\begin{aligned} & \text { US } \\ & 62.5 \end{aligned}$ | CA 5 | DE 1.5 | 74.4 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | CA 4.2 | 48.3 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | US 6.3 | $\begin{aligned} & \text { CN } \\ & 4.7 \end{aligned}$ | 44.6 |
|  | (070970) Spinach fresh or chilled, \$5-11 | DK . 8 | DO . 3 | HK . 2 | 2.3 |



| Animal,vegetable fats and oils, cleavage products, etc | (151521) Maize oil crude, \$0-2 | $\begin{aligned} & \text { SG } \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 8.8 \end{aligned}$ | 70.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2 | $\begin{aligned} & \text { SE } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.2 \end{aligned}$ | PH 7.1 | 64.0 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-3 | CZ 3.3 | $\begin{aligned} & \text { GB } \\ & 2.2 \end{aligned}$ | JP 1.3 | 15.5 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$3-7 | KR 2.8 | MA | $\begin{aligned} & \text { CN } \\ & 1.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & B G \\ & 3.8 \end{aligned}$ | 95.3 |
|  | (160210) Homogenized preparations of meat and meat offal, $\$ 2-8$ | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
|  | (160412) Herrings, prepared or preserved, not minced, \$0-3 | RU 8.1 | $\begin{aligned} & \mathrm{RO} \\ & 7.4 \end{aligned}$ | EE 5.4 | 31.3 |
|  | (160412) Herrings, prepared or preserved, not minced, \$3-6 | CZ 3.7 | $\begin{aligned} & \text { UA } \\ & 3.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 4.5 \end{aligned}$ | BE 1.7 | 17.4 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$5-10 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | 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, $\$ 0-0$ | $\begin{aligned} & \text { MY } \\ & 19.3 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.4 \end{aligned}$ | 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 | 5 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Iron and steel | 4 |
| Plastics and articles thereof | 4 |
| Miscellaneous chemical products | 5 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 11 | Asia | 40 |
| USA | 11 | Western Europe | 18 |
| Germany | 6 | Northern America | 13 |
| France | 5 | Northern Europe | 8 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Rep. of Korea | 4 | South America | 4 |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Russian Federation | 3 |  |  |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Others | 27 |  |  |
| P |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 33 | Asia | 49 |
| Germany | 8 | Western Europe | 14 |
| USA | 7 | Northern Europe | 12 |


| China, Hong Kong SAR | 5 |
| :--- | :--- |
| United Kingdom | 4 |
| Rep. of Korea | 3 |
| Others | 19 |


| Northern America | 8 |
| :--- | :--- |
| Eastern Europe | 5 |
| 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 metalcompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (284390) Precious compounds except gold, metal amalgam, $\$ 195-8501$ | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | FR 74.2 | 271.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |


|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660 | IE 383.8 | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290122) Propene (propylene), \$07 | US <br> 191.3 | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | SK 97.5 | 645.0 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$743-1791 | SG 317 | JP 54 | $\begin{aligned} & \text { US } \\ & 52.5 \end{aligned}$ | 504.2 |
| Plastics and articles thereof | (392062) Sheet/film not <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390930) Amino-resins nes, in primary forms, \$1-4 | $\begin{aligned} & \text { CA } \\ & 248.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 378.5 |
|  | (390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3 | $\begin{aligned} & \text { US } \\ & 92.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 43.5 \end{aligned}$ | IN 42 | 375.7 |


| Paper \& paperboard, articles of pulp, paper and board | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481021) Paper, fine, light weight coated, \$0-2 | $\begin{aligned} & \text { JP } \\ & 195.7 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 64.6 \end{aligned}$ | NL 26.4 | 327.1 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-0 | FR 98.3 | $\begin{aligned} & C Z \\ & 32.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 22.8 \end{aligned}$ | 290.9 |
| Iron and steel | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | TR 34.9 | 447.2 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | $\begin{aligned} & \text { IL } \\ & 46.7 \end{aligned}$ | VN 20 | 397.6 |
|  | (721090) Flat rolled iron or non-alloy steel, clad/plated/coated, >600mm, nes, \$1-5 | $\begin{aligned} & \text { DE } \\ & 205.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 28.5 \end{aligned}$ | 389.7 |
| Machinery \& mech appliance etc | (841191) Parts of turbo-jet or turbopropeller engines, \$1950-4416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (842720) Self-propelled works trucks, non-electric, \$0-12020 | $\begin{aligned} & \text { CA } \\ & 431.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 50.3 \end{aligned}$ | ES 44.8 | 659.1 |


|  | (842911) Bulldozers and angledozers, crawler type, \$49187176728 | $\begin{aligned} & \mathrm{RU} \\ & 261.4 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 83.1 \end{aligned}$ | JP 40.3 | 598.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \text { RU } \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$30802-87805 | EG 73 | $\begin{aligned} & \text { NG } \\ & 44.1 \end{aligned}$ | JP 42.1 | 495.9 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$3482771594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$86409165647 | $\begin{aligned} & \text { US } \\ & 1631.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 373.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 296.1 \end{aligned}$ | 3157.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |


| (902730) Spectrometers, spectrophotometers, etc using light, $\$ 3396-16538$ | $\begin{aligned} & \mathrm{CN} \\ & 200.9 \end{aligned}$ | US $193.6$ | IN 108 | 787.4 |
| :---: | :---: | :---: | :---: | :---: |
| (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & \text { RU } \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
| (903140) Optical instruments and appliances, nes, \$0-191 | $\begin{aligned} & \text { CN } \\ & 437.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 38.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU 158.6 | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | Fl 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030614) Crabs, frozen, \$24-51 | US $142.9$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | DE 2.9 | 167.8 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \mathrm{PH} \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |


|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \text { HK } \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
|  | (040110) Milk not concentrated nor sweetened < 1\% fat, \$0-0 | IT 35.4 | $\begin{aligned} & \text { IE } \\ & 24.8 \end{aligned}$ | PH 4.7 | 79.9 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$6-10 | AE 11.5 | NZ 7.3 | $\begin{aligned} & \text { US } \\ & 6.4 \end{aligned}$ | 51.0 |
|  | (040229) Milk and cream powder sweetened < 1.5\% fat, \$7-14 | IT 16.5 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 3.1 \end{aligned}$ | 33.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110412) Oats, rolled or flaked grains, \$2-4 | HK 16.2 | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 1.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | SA 33.1 | DE 3.4 | IT 3.2 | 50.3 |


|  | (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 | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | US 17.8 | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130231) Agar-agar, \$16-57 | TH 8.9 | IN 2.1 | $\begin{aligned} & \text { VN } \\ & 1.6 \end{aligned}$ | 21.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (150710) Soya-bean oil crude, whether or not degummed, \$0-1 | $\begin{aligned} & \text { CO } \\ & 130.7 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 46.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 31.1 \end{aligned}$ | 486.4 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | US <br> 108.6 | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \text { CN } \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | FR 63.9 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 7.5 \end{aligned}$ | 127.5 |
|  | (160249) Swine meat or offal nes, prepared,preserved, not live, \$03 | IE 67.5 | SK 4.9 | $\begin{aligned} & \mathrm{BG} \\ & 3.8 \end{aligned}$ | 95.3 |


|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{MM} \\ & 5.3 \end{aligned}$ | 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, \$49 | 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 <br> 141.2 | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | TH 19.5 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$716 | 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 |


|  | (200830) Citrus fruits, otherwise prepared or preserved, \$0-1 | FR 6.8 | CN . 8 | ES . 8 | 12.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous edible preparations | (210120) Tea and mate extracts, essences and concentrates, \$2046 | 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 | $\begin{aligned} & \text { AU } \\ & 6.1 \end{aligned}$ | 44.2 |
|  | (210130) Chicory \& other coffee substitutes, roasted \& product, \$3-14 | DE 4 | IT 2.2 | $\begin{aligned} & \text { RU } \\ & 1.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$622 | 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 | $\begin{aligned} & \text { IN } \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, $\$ 0-0$ | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230240) Cereal bran, sharps, residue except maize, wheat, ric, \$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 <br> (percentage) | 80 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,201 | Export opportunity in more complex products <br> (percentage) | 55 |
| Potential new products more complex than <br> the country's average | 3,345 | Import replacement opportunity in more <br> 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 | 6 |
| Plastics and articles thereof | 5 |
| Pharmaceutical products | 5 |
| Iron and steel | 4 |
| 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 | 3 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 22 | Asia | 46 |
| USA | 11 | Western Europe | 17 |
| Germany | 6 | Northern America | 13 |
| France | 6 | Southern Europe | 6 |
| Netherlands | 3 | Eastern Europe | 6 |
| Japan | 3 | Northern Europe | 5 |
| Italy | 3 | South America | 3 |
| Thailand | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 23 |  |  |

## 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 |


| 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 |


| 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 | $\begin{aligned} & \text { CN } \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 74047.4 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | FR 260.9 | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |


|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | AU $315.2$ | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \mathrm{RU} \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | FR 787.5 | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}$, $\mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |


| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | KW $116.3$ | 973.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | ```(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, $0-0``` | FR 301.7 | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc , \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (842952) Shovels and excavators with revolving superstructure, \$3626986767 | FR 967.2 | $\begin{aligned} & \text { US } \\ & 867.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 663.9 \end{aligned}$ | 3641.9 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc , \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | ES 609.7 | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 799.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 391.7 \end{aligned}$ | 3322.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & M Y \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | FR 98.9 | DE 62 | 1985.9 |



## Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, unit <br> price range | Top growing markets <br> (USD million) | Export <br> opportunity <br> (USD million) |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\# 1$ | $\# 2$ | $\# 3$ |  |


| Meat and edible meat offal | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, $\$ 4-12$  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 2.3 \end{aligned}$ | 20.6 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & R U \\ & 36.5 \end{aligned}$ | PE 17 | $\begin{aligned} & \mathrm{IN} \\ & 8.1 \end{aligned}$ | 105.1 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$520 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | CZ 9.9 | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |




|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | CN 5.3 | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
|  | (180610) Cocoa powder, sweetened, \$2-8 | NL 5.8 | AT 5 | $\begin{aligned} & \mathrm{TH} \\ & 3.5 \end{aligned}$ | 36.2 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 3.3 \end{aligned}$ | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 7.2 \end{aligned}$ | 75.4 |


| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210110) Coffeeextracts, <br> essences, <br> preparations, $\$ 14-28$  | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210310) Soya sauce, \$1-4 | US $17.8$ | IT 10.8 | $\begin{aligned} & \text { AT } \\ & 3.3 \end{aligned}$ | 72.2 |
| Residues, wastes of food industry, animal fodder | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Ireland

## Basic statistics

| Current diversification (number of products) | 14,789 |
| :--- | :---: |
| Potential new products | 1,210 |
| Potential new products more complex than <br> the country's average | 903 |


| Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- |
| Export opportunity in more complex products <br> (percentage) | 52 |
| Import replacement opportunity in more <br> 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 | 27 |
| Sum ofthers with smaller share | 2 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 38 |
| China | 8 | Western Europe | 18 |
| France | 7 | Northern America | 15 |
| Germany | 5 | Northern Europe | 7 |
| India | 4 | Southern Europe | 7 |
| Malaysia | 3 | Eastern Europe | 6 |
| Thailand | 3 | South America | 4 |
| United Kingdom | 3 |  |  |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 30 |  |  |

## 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 |


| Cereals | 4 |
| :--- | :--- |
| Dairy products, eggs, honey, edible animal product nes | 3 |
| Milling products, malt, starches, inulin, wheat gluten | 3 |
| Edible fruit, nuts, peel of citrus fruit, melons | 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 |  | Region | Percent |
| :--- | :--- | :--- | :--- | :--- |
| France | 31 |  | Western Europe | 49 |
| Germany | 15 | Southern Europe | 20 |  |
| Italy | 14 | Eastern Europe | 12 |  |
| Poland | 8 | Asia | 7 |  |
| Spain | 5 | Northern Europe | 5 |  |
| USA | 4 | Northern America | 4 |  |
| Belgium | 3 | South America | 3 |  |
| Brazil | 3 |  |  |  |
| United Arab Emirates | 3 |  |  |  |
| Others |  |  |  |  |

## 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 | $\begin{aligned} & \text { FR } \\ & 590.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 288.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 258.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 7.2 \end{aligned}$ | 101.8 |
|  | (284330) Gold compounds, \$52723971 | AE 42.4 | CZ 21 | PL 6.1 | 91.0 |
|  | (280469) Silicon, <99.99\% pure, \$01 | $\begin{aligned} & \mathrm{BH} \\ & 23.4 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 10.9 \end{aligned}$ | 77.3 |
|  | (283324) Nickel sulphates, \$0-3 | BE 45.1 | $\begin{aligned} & \mathrm{AU} \\ & 11.2 \end{aligned}$ | PH 3.7 | 61.8 |
| Organic chemicals | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | $\begin{aligned} & V N \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (290243) P-xylene, \$0-21 | $\begin{aligned} & \text { PT } \\ & 150.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 56.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 39.6 \end{aligned}$ | 305.0 |
|  | (290930) Aromatic ethers, derivatives, \$8-43 | JP 54.2 | $\begin{aligned} & \text { KR } \\ & 16.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.3 \end{aligned}$ | 138.2 |
|  | (294130) Tetracyclines, derivatives, in bulk, salts, \$0-34 | US 49.8 | $\begin{aligned} & \text { BR } \\ & 26.3 \end{aligned}$ | JP 9.9 | 114.5 |
|  | (292410) Acyclic amides, derivatives, salts thereof, \$0-3 | FR 45.5 | $\begin{aligned} & \text { US } \\ & 28.8 \end{aligned}$ | NL 7.7 | 109.0 |


| Rubber and articles thereof | (400220) Butadiene rubber (BR), \$12 | TH 50.6 | $\begin{aligned} & \text { DE } \\ & 43.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 41.5 \end{aligned}$ | 290.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (400220) Butadiene rubber (BR), \$01 | IN 70.3 | $\begin{aligned} & \text { VN } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { LU } \\ & 14.6 \end{aligned}$ | 156.8 |
|  | (400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$2-5 | IN 26.2 | TH 20 | $\begin{aligned} & \text { SG } \\ & 17.3 \end{aligned}$ | 144.6 |
|  | (400270) Ethylene-propylene-nonconj diene rubber (EPDM), \$0-2 | MY 25 | $\begin{aligned} & \text { PL } \\ & 13.9 \end{aligned}$ | SK 7.6 | 84.5 |
|  | (400299) Synthetic rubber, factice except latex from oils, nes, \$0-2 | VN 35.9 | $\begin{aligned} & \text { KR } \\ & 11.7 \end{aligned}$ | NL 5.1 | 79.8 |
| Pulp of wood, fibrous cellulosic material, waste etc | (470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0 | $\begin{aligned} & \text { CN } \\ & 1133.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 312.5 \end{aligned}$ | 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 | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-0 | FR 98.3 | $\begin{aligned} & \text { CZ } \\ & 32.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 22.8 \end{aligned}$ | 290.9 |
|  | (481021) Paper, fine, light weight coated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 17.2 \end{aligned}$ | 199.5 |
|  | (480441) Paper, kraft, $150-225 \mathrm{~g} / \mathrm{m} 2$, unbleached, uncoated nes, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 46.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 35.9 \end{aligned}$ | DE 20 | 158.5 |
|  | (480510) Paper, fluting, in rolls, semichemical, uncoated, \$0-0 | ES 28.5 | $\begin{aligned} & \mathrm{CN} \\ & 21.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 20.1 \end{aligned}$ | 122.5 |
| Iron and steel | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | BE <br> 133.5 | 1065.9 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |



| Vehicles other than railway, tramway | (870423) Diesel powered trucks weighing > 20 tonnes, \$86409165647 | $\begin{aligned} & \text { US } \\ & 1631.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 373.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 296.1 \end{aligned}$ | 3157.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 110.8 \end{aligned}$ | 1001.2 |
|  | (870290) Buses except diesel powered, \$10429-82069 | $\begin{aligned} & \text { US } \\ & 117.3 \end{aligned}$ | AE $50.5$ | $\begin{aligned} & \text { IL } \\ & 22.5 \end{aligned}$ | 370.0 |
|  | (870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331 | US $198.4$ | $\begin{aligned} & \text { SE } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 8.1 \end{aligned}$ | 248.5 |
|  | (870530) Fire fighting vehicles, \$38798-344786 | DE 20.8 | AE $16.5$ | $\begin{aligned} & \text { GB } \\ & 14.4 \end{aligned}$ | 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, <br> molluscs,  <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$0-7 | $\begin{aligned} & \text { FR } \\ & 590.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 288.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 258.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 45.9 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 11 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | BY 2.8 | ES 2.7 | 88.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |


| 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 | $\begin{aligned} & \text { BE } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 224.8 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$10-15 | PE 7.2 | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | ES 8.7 | DE 4.2 | 28.6 |

## Israel

## Basic statistics

| Current diversification (number of products) | 13,630 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,849 | Export opportunity in more complex products <br> (percentage) | 48 |
| Potential new products more complex than <br> the country's average | 1,335 | Import replacement opportunity in more <br> 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 |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 9 | Asia | 38 |
| China | 7 | Western Europe | 19 |
| France | 6 | Northern America | 12 |
| Germany | 5 | Southern Europe | 9 |
| Italy | 4 | Eastern Europe | 9 |
| Rep. of Korea | 4 | Northern Europe | 7 |
| United Kingdom | 4 |  |  |
| Japan | 4 |  |  |
| Canada | 3 |  |  |
| Spain | 3 |  |  |
| Netherlands | 3 |  |  |
| Belgium | 3 |  |  |
| Russian Federation | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 30 |  |  |

## 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| Japan | 10 | Asia | 32 |
| Germany | 8 | Western Europe | 28 |
| France | 5 | Northern Europe | 11 |
| Netherlands | 5 | Eastern Europe | 11 |
| China | Southern Europe | 8 |  |
| China, Hong Kong SAR | 5 | Northern America | 6 |


| 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Mineral fuels, oils, distillation products, etc | (270400) Coke, semi-coke of coal, lignite, peat \& retort carbo, \$0-0 | $\begin{aligned} & \text { KZ } \\ & 232.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 149.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 138.3 \end{aligned}$ | 862.4 |


|  | (270400) Coke, semi-coke of coal, lignite, peat \& retort carbo, \$0-0 | $\begin{aligned} & \text { IT } \\ & 122.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 80.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 40.2 \end{aligned}$ | 372.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0 | $\begin{aligned} & \text { BE } \\ & 188.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 30.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 17.3 \end{aligned}$ | 259.9 |
|  | (270111) Anthracite, not agglomerated, \$0-0 | ID 76.9 | FR 28 | US 7.8 | 144.2 |
|  | (271220) Paraffin wax containing <br> <0.75\% oil, \$0-1 | $\begin{aligned} & \mathrm{DO} \\ & 15.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.1 \end{aligned}$ | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 74.3 |
| Inorganic chemicals,precious metalcompound, isotopes | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (283691) Lithium carbonates, \$011 | $\begin{aligned} & \mathrm{CN} \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 40.3 \end{aligned}$ | 222.0 |
|  | (281830) Aluminium hydroxide, \$00 | $\begin{aligned} & \text { GB } \\ & 32.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 19.1 \end{aligned}$ | FR 8.7 | 132.4 |
| Organic chemicals | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | $\begin{aligned} & \text { VN } \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (290250) Styrene, \$1-2 | $\begin{aligned} & \text { KR } \\ & 186.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 56.9 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 45.5 \end{aligned}$ | 399.2 |
|  | (291712) Adipic acid, its salts \& esters, \$1-4 | $\begin{aligned} & \text { CA } \\ & 121.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 23.5 \end{aligned}$ | 208.7 |
|  | (292219) Amino-alcohols nes, their ethers and esters, salts, \$0-4 | FR 71.9 | $\begin{aligned} & \mathrm{CN} \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AE} \\ & 11.3 \end{aligned}$ | 165.8 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$1702-2452 | $\begin{aligned} & R U \\ & 606.7 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 305.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 270.6 \end{aligned}$ | 2090.5 |


|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64 | $\begin{aligned} & \text { US } \\ & 267.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599 | US 93.2 | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.2 \end{aligned}$ | 260.5 |
|  | (300660) Contraceptive preps based on hormones or spermicides, \$277-610 | $\begin{aligned} & \text { GB } \\ & 45.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 44.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 18.7 \end{aligned}$ | 191.2 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$10832699 | CN 9.8 | FR 2.3 | $\begin{aligned} & \text { GB } \\ & 1.8 \end{aligned}$ | 25.1 |
| Pulp of wood, fibrous cellulosic material, waste etc | (470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 1133.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 312.5 \end{aligned}$ | FI 190 | 2724.4 |
|  | (470500) Semi-chemical wood pulp, \$0-0 | $\begin{aligned} & \text { EG } \\ & 114.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 27.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 3- <br> 4.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |




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 | (010519) Poultry, live except domestic fowls, < 185 grams, \$68 | CA 3 | EG . 1 | BR . 1 | 0.5 |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | JP $323.1$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030710) Oysters, \$6-13 | US 5.8 | $\begin{aligned} & \mathrm{CN} \\ & 3.8 \end{aligned}$ | DE 3.1 | 28.2 |



| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | DE 3.4 | IT 3.2 | 50.3 |
|  | (121120) Ginseng roots, \$13-75 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { BE } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 224.8 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-0 | $\begin{aligned} & \text { JP } \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | $\begin{aligned} & V N \\ & 10.1 \end{aligned}$ | 90.8 |
|  | (151911) Stearic acid, \$0-2 | $\begin{aligned} & \text { PL } \\ & 13.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 12.2 \end{aligned}$ | BE 5.6 | 45.0 |
| Meat, fish and seafood food preparations nes | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$814 | $\begin{aligned} & \text { DE } \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.8 \end{aligned}$ | 85.8 |
|  | (160210) Homogenized preparations of meat and meat offal, $\$ 2-8$ | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
|  | (160416) Anchovies, prepared or preserved, not minced, \$7-16 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | 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 | (170210) Lactose and lactose syrup, \$5-11 | IE 6.8 | $\begin{aligned} & \text { US } \\ & 3.3 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 13.7 \end{aligned}$ | UY 4.9 | AU 2.9 | 33.1 |
| Miscellaneous edible preparations | (210210) Yeasts, active, \$5131336 | 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 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |

## Italy

## Basic statistics

| Current diversification (number of products) | 26,220 | Potential new products more complex <br> (percentage) | 89 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 297 | Export opportunity in more complex products <br> (percentage) | 57 |
| Potential new products more complex than <br> the country's average | 264 | Import replacement opportunity in more <br> 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
By regions

| 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 |
|  |  |


| 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 |



## 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 < $50 \mathrm{~kg}, \$ 0-62$ | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | PT 6.5 | $\begin{aligned} & \mathrm{NL} \\ & 5.1 \end{aligned}$ | 35.8 |
|  | (010119) Horses, live except purebred breeding, \$289056-424711 | US 4 | HK 1.3 | LU . 6 | 6.2 |




|  | (870310) Snowmobiles, golf cars, similar vehicles, \$0-2650 | $\begin{aligned} & \mathrm{DO} \\ & 4.9 \end{aligned}$ |  |  | 4.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (902211) Medical X-ray apparatus, \$399028-773552 | HK 9.8 | BY 7.4 | $\begin{aligned} & \text { UY } \\ & 5.1 \end{aligned}$ | 30.5 |
|  | (902229) Non-medical apparatus using alpha/beta/gamma radiatio, \$14000-34565 | $\begin{aligned} & C N \\ & 9.9 \end{aligned}$ | IN 4.7 | $\begin{aligned} & \mathrm{TH} \\ & 3.7 \end{aligned}$ | 23.6 |
|  | (900510) Binoculars, \$6740-10151 | $\begin{aligned} & \text { SG } \\ & 3.9 \end{aligned}$ | HU 0 | AU 0 | 4.0 |
|  | (900729) Cinematographic projectors for film of >16 mm width, \$6056-8950 | CL . 2 | RO. 2 | $\begin{aligned} & \text { GB } \\ & .1 \end{aligned}$ | 0.9 |
|  | (900659) Photographic, other than cinematographic cameras nes, \$23355-32490 | DE . 3 | KW . 1 | $\begin{aligned} & \text { GB } \\ & .1 \end{aligned}$ | 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 purebred breeding < $50 \mathrm{~kg}, \$ 0-62$ | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.1 \end{aligned}$ | 35.8 |
|  | (010119) Horses, live except purebred breeding, \$289056-424711 | US 4 | $\begin{aligned} & \mathrm{HK} \\ & 1.3 \end{aligned}$ | $\begin{aligned} & \text { LU } \\ & .6 \end{aligned}$ | 6.2 |
|  | (010519) Poultry, live except domestic fowls, < 185 grams, \$82285 | 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 |


|  | (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 product nes | (040299) Milk and cream nes sweetened or concentrated, \$5987 | CL 0 | ID 0 | CR 0 | 0.0 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060230) Rhododendrons and azaleas, \$117-238 | $\begin{aligned} & \mathrm{CN} \\ & 1.6 \end{aligned}$ | FI .3 | CZ 0 | 2.0 |
| Edible vegetables and certain roots and tubers | (070420) Brussels sprouts, fresh or chilled, \$7-8 | SA. 1 | $\begin{aligned} & \text { SG } \\ & .1 \end{aligned}$ | JP 0 | 0.2 |
| Coffee, tea, mate and spices | (091091) Mixtures of spices, \$91116 | Fl . 2 | HK 0 | AU 0 | 0.2 |
| Cereals | (100820) Millet, \$26-89 | Fl . 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 > 2I, \$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 <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,630 | Export opportunity in more complex products <br> (percentage) | 47 |
| Potential new products more complex than <br> the country's average | 2,876 | Import replacement opportunity in more <br> 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 | 7 |
| 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 |
| 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 |


| 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 |
| Pumars and sugar confectionery | 2 |
| Products of animal origin, nes | 2 |
| Surs with smaller share | 8 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 30 |
| United Kingdom | 9 | Western Europe | 23 |
| Germany | 8 | Northern America | 15 |
| United Arab Emirates | 5 | Northern Europe | 13 |


| 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 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |


|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \mathrm{IN} \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | $\begin{aligned} & \mathrm{PH} \\ & 39.2 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 29.3 \end{aligned}$ | 333.7 |
|  | (481021) Paper, fine, light weight coated, \$0-2 | $\begin{aligned} & \text { JP } \\ & 195.7 \end{aligned}$ | PL 64.6 | $\begin{aligned} & \mathrm{NL} \\ & 26.4 \end{aligned}$ | 327.1 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}$, $\mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |


|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | FR 98.9 | DE 62 | 1985.9 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | $\begin{aligned} & \text { AR } \\ & 2.2 \end{aligned}$ | 1168.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & D E \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \mathrm{PH} \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \mathrm{PH} \\ & 68.5 \end{aligned}$ | 884.4 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.4 \end{aligned}$ | 533.2 |
| Optical, photo, technical, medical, etc apparatus | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |


|  | (902111) Artificial joints, \$346-1061 | US <br> 311.2 | CH <br> 261.6 | NL <br> 213.6 | 1206.8 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (901819) Electro-diagnostic apparatus, <br> nes, \$0-65 | CN <br> 803.6 | BR <br> 131.9 | EG <br> 64.2 | 1051.3 |
|  | (902130) Artificial body parts, aids and <br> appliances, etc, \$1093-2367 | DE | JP | KR |  |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021020) Bovine meat salted, dried or smoked, \$6-22 | ES 8.5 | IT 4.2 | $\begin{aligned} & \text { GB } \\ & 3.8 \end{aligned}$ | 23.1 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | HK 9.6 | TH 2.5 | AT 2.3 | 20.6 |
| Fish, crustaceans, <br> molluscs, aquatic <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030614) Crabs, frozen, \$24-51 | US $142.9$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | DE 2.9 | 167.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |


|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
| Dairy products, eggs, honey, edible animal product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$0-3 | $\begin{aligned} & \text { GB } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 90.5 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 81.8 \end{aligned}$ | 474.9 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | FI 29.2 | 336.6 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \text { CN } \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { FR } \\ & 287.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 18.9 \end{aligned}$ | DE 16 | 396.3 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | $\begin{aligned} & \text { US } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & D E \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |


|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & V N \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110812) Maize (corn) starch, \$01 | 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, \$08 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |


|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151219) Sunflower or safflower oil,fractions simply refined, $\$ 0-2$ | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | $\begin{aligned} & \mathrm{IN} \\ & 54.7 \end{aligned}$ | SA 8.8 | NZ 8.3 | 124.6 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | $\begin{aligned} & \text { AE } \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | 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, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190410) Cereal foods obtained by swelling, roasting of cereal, \$5-10 | $\begin{aligned} & \mathrm{AU} \\ & 18.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 8.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |


|  | (200210) <br> whole/pieces, <br> prepared/preserved, <br> $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | US $34.3$ | AL $12.4$ | 145.1 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
| Miscellaneous ediblepreparations | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210210) Yeasts, active, \$0-2 | $\begin{aligned} & \text { FR } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \mathrm{MA} \\ & 7.4 \end{aligned}$ | 115.7 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | UZ 9.4 | 94.9 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$0-2 | $\begin{aligned} & \text { FR } \\ & 32.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |


| (230890) Vegetable wastes and <br> residues nes for animal feed, \$0-0 | MA <br> 13.4 | AF 7.7 | KH 4.5 | 55.4 |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Japan

## Basic statistics

| Current diversification (number of products) | 24,613 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :---: | :--- | :--- | :--- | :--- |
| Potential new products | 448 | Export opportunity in more complex products <br> (percentage) | 31 |
| Potential new products more complex than <br> the country's average | 304 | Import replacement opportunity in more <br> 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 | Sum of others with smaller share | P |

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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| Germany | 11 |  | Western Europe |
| USA | 10 | Asia |  |
| Spain | 8 | Southern Europe | 14 |
| France | 7 | Eastern Europe | 13 |
| Netherlands | 7 | Northern America | 11 |
| Belgium | 7 | Northern Europe | 10 |
| Poland | 6 |  |  |
| United Kingdom | 5 |  |  |
| Saudi Arabia | 4 |  |  |
| China |  |  |  |
|  |  |  |  |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020742) Turkey cuts \& offal, except livers, frozen, \$4-8 | $\begin{aligned} & \text { ES } \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$02 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | GB 8.7 | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
|  | (020321) Swine carcasses and half carcasses, frozen, \$2-5 | $\begin{aligned} & \mathrm{HK} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{DO} \\ & 2.7 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 2.4 \end{aligned}$ | 27.6 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$01 | $\begin{aligned} & \text { GB } \\ & 4.1 \end{aligned}$ | CL 2.5 | UA 2.3 | 16.8 |
| Cereals | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | 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 |
| Animal,vegetable fats and oils, cleavage products, etc | (151930) Industrial fatty alcohols, \$0-1 | $\begin{aligned} & \mathrm{BE} \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 876.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 489.9 \end{aligned}$ | IN 5 | 1378.7 |
|  | (293799) Hormones nes, derivatives, in bulk, steroids nes, \$20454-37114 | $\begin{aligned} & \text { US } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 24.3 \end{aligned}$ | BR 10 | 158.6 |
|  | (290549) Polyhydric acyclic alcohols nes, \$0-3 | $\begin{aligned} & \text { US } \\ & 68.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 12.8 \end{aligned}$ | AU 8.7 | 108.9 |
|  | (290124) Buta-1, 3-diene and isoprene, \$0-0 | $\begin{aligned} & \text { GB } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 29.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | 96.3 |
|  | (291010) Oxirane (ethylene oxide), \$0-1 | $\begin{aligned} & \mathrm{BE} \\ & 72.5 \end{aligned}$ | SK 3.1 | ES 1 | 77.8 |
| Pharmaceutical products | (300660) Contraceptive preps based on hormones or spermicides, \$277-610 | $\begin{aligned} & \text { GB } \\ & 45.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 44.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 18.7 \end{aligned}$ | 191.2 |
| Iron and steel | (721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2 | $\begin{aligned} & \text { FR } \\ & 279.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 141.4 \end{aligned}$ | JP 9.4 | 440.7 |


|  | (722220) Stainless steel bar nfw than cold formed/cold finishe, \$16-21 | $\begin{aligned} & \mathrm{CH} \\ & 10.2 \end{aligned}$ | FR 9 | BR 4.4 | 34.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, \$2-7 | $\begin{aligned} & M Z \\ & 5.9 \end{aligned}$ | AO . 8 | TR . 7 | 10.0 |
|  | (720529) Powders, iron or steel, other than alloy, \$28-37 | JP 6.3 | $\begin{aligned} & \mathrm{CN} \\ & 1.1 \end{aligned}$ | FR . 5 | 8.7 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width >600mm, t <3mm thick, ne, \$1-16 | $\begin{aligned} & \mathrm{AO} \\ & 2.5 \end{aligned}$ | SK 1.5 | FR 1.2 | 7.0 |
| Machinery \& mech appliance etc | (841182) Gas turbine engines nes of a power > 5000 kW , \$53176706072953 | $\begin{aligned} & \mathrm{HU} \\ & 150.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 14.5 \end{aligned}$ | 217.2 |
|  | (844400) Machines to extrude, draw, cut manmade textile fibres, \$758441-2720375 | $\begin{aligned} & \text { TR } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 26.3 \end{aligned}$ | BG 5.4 | 101.7 |
|  | (843840) Brewery machinery, \$307-18148 | $\begin{aligned} & \mathrm{PH} \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & M Z \\ & 8.9 \end{aligned}$ | 101.0 |
|  | (843359) Harvesting machinery nes, \$27790-67824 | $\begin{aligned} & \mathrm{AU} \\ & 31.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.1 \end{aligned}$ | US 6.5 | 85.5 |
|  | (845811) Horizontal numerically controlled metal work lathes, \$310500-569296 | $\begin{aligned} & \text { SK } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 4.2 \end{aligned}$ | 46.2 |
| Railway, tramway locomotives, rolling stock, equipment | (860310) Self-propelled railway cars, external electric power, \$8067868-1.22e+07 | $\begin{aligned} & \text { DE } \\ & 337.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 133.7 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 46.6 \end{aligned}$ | 643.9 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 110.8 \end{aligned}$ | 1001.2 |
|  | (870710) Bodies for passenger carrying vehicles, \$3226-7897 | $\begin{aligned} & \text { GB } \\ & 350.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.5 \end{aligned}$ | 418.4 |
|  | (870333) Automobiles, diesel engine of >2500 cc, \$8725794932 | $\begin{aligned} & \text { JP } \\ & 211.7 \end{aligned}$ | EG 7.6 | $\begin{aligned} & \mathrm{MD} \\ & 3.9 \end{aligned}$ | 224.4 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \begin{array}{l}\text { (870290) } \\ \text { powered, } \$ 467107-834140\end{array} & 53.8\end{array}\right)$

## 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, \$68 | CA 3 | EG . 1 | BR . 1 | 0.5 |
| Meat and edible meat offal | (020742) Turkey cuts \& offal, except livers, frozen, \$4-8 | $\begin{aligned} & \text { ES } \\ & 51.2 \end{aligned}$ | $\begin{aligned} & D E \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$02 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | 73.3 |
|  | (020321) Swine carcasses and half carcasses, frozen, \$2-5 | $\begin{aligned} & \mathrm{HK} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{DO} \\ & 2.7 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 2.4 \end{aligned}$ | 27.6 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$0-1 | $\begin{aligned} & \text { GB } \\ & 4.1 \end{aligned}$ | $\begin{aligned} & C L \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.3 \end{aligned}$ | 16.8 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030262) Haddock, fresh or chilled, whole, \$2-9 | GB 9 | $\begin{aligned} & \text { FR } \\ & 3.6 \end{aligned}$ | IE . 3 | 13.6 |
| Dairy products, eggs, honey, edible animal product nes | (040811) Egg yolks dried, \$0-4 | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.5 \end{aligned}$ | FR 1 | 8.6 |
|  | (041000) Edible products of animal origin nes, \$56-132 | $\begin{aligned} & \mathrm{KR} \\ & 4.5 \end{aligned}$ | PL . 6 | FR . 5 | 6.4 |


| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$0-5 | $\begin{aligned} & \text { CN } \\ & 36.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 7.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 4.6 \end{aligned}$ | 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 | $\begin{gathered} \text { GB } \\ 1.3 \end{gathered}$ | $\begin{aligned} & \text { PL } \\ & 1.1 \end{aligned}$ | 5.6 |
| Cereals | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 2.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | IT 3.2 | 50.3 |
|  | (120911) Seed, sugar beet, for sowing, \$12-60 | IT 8.8 | $\begin{aligned} & \mathrm{PL} \\ & 5.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
|  | (120922) Seed, clover, for sowing, \$2-5 | $\begin{aligned} & \text { CA } \\ & 4.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.9 \end{aligned}$ | 20.9 |
|  | (120925) Seed, rye grass, for sowing, \$2-4 | $\begin{aligned} & \mathrm{CL} \\ & 3.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1.9 \end{aligned}$ | JP . 4 | 8.0 |
| Lac, gums, resins, vegetable saps and extracts nes | (130211) Opium sap, \$138-321 | $\begin{gathered} \text { FR } \\ 1.4 \end{gathered}$ | 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 | $\begin{aligned} & \mathrm{BE} \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 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 |
| 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 sugar confectionery | (170220) Maple sugar and maple syrup, \$10-21 | IT 1 | NL . 5 | ID . 1 | 2.2 |
| Miscellaneous edible preparations | (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 <br> (percentage) | 83 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,570 | Export opportunity in more complex products <br> (percentage) | 66 |
| Potential new products more complex than <br> the country's average | 2,949 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Plastics and articles thereof | 5 |
| Vehicles other than railway, tramway | 8 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 39 |
| China | 8 | Western Europe | 19 |
| Germany | 6 | Northern America | 14 |
| France | 6 | Southern Europe | 7 |
| India | 4 | Eastern Europe | 7 |
| Rep. of Korea | 4 | Northern Europe | 7 |
| Thailand | 4 | South America | 3 |
| United Kingdom | 4 |  |  |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 35 |
| Germany | 10 | Western Europe | 21 |
| China | 7 | Northern Europe | 13 |
| United Kingdom | 5 | Northern America | 12 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |


|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US $113.6$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & \text { AE } \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |




|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 37.5 \end{aligned}$ | 937.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |
|  | (900130) Contact lenses, \$0-1 | US 445.7 | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
|  | (902730) $\quad$ Spectrometers, spectrophotometers, etc using light, $\$ 3396-16538$ | $\begin{aligned} & \text { CN } \\ & 200.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 193.6 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |


| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes aquatic | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030250) Cod, fresh or chilled, whole, \$5-12 | $\begin{aligned} & \mathrm{NL} \\ & 32.3 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 11.3 \end{aligned}$ | 78.7 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040410) Whey, \$0-0 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-0 | $\begin{aligned} & \text { PH } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 47.6 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 14.6 \end{aligned}$ | 199.4 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$4-7 | $\begin{aligned} & \mathrm{CN} \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 29.7 \end{aligned}$ | AU 6.9 | 100.5 |


|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$0-4 | $\begin{aligned} & \text { FR } \\ & 55.4 \end{aligned}$ | ES 15 | DE 7.1 | 87.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080540) Grapefruit, fresh or dried, \$0-1 | $\begin{aligned} & \mathrm{PL} \\ & 15.2 \end{aligned}$ | IT 5.3 | NL 5.1 | 55.0 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | BE <br> 104.1 | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$08 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121300) Cereal straw \& husks, unprepared, \$0-0 | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | 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 |


| Animal,vegetable fats and oils, cleavage products, etc | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |
| Sugars and confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | FI 10.7 | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | DE 5.5 | 48.3 |
|  | (170410) $\quad$Chewing <br> containing <br> sugar, gum <br> except  <br> 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180610) Cocoa powder, sweetened, \$8-17 | $\begin{aligned} & \text { GB } \\ & 14.5 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 6.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
|  | (200911) Orange juice, frozen, not fermented or spirited, \$1-2 | $\begin{aligned} & \text { GB } \\ & 19.8 \end{aligned}$ | JM 7.4 | NL 5.1 | 56.3 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$613 | FR 7.2 | $\begin{aligned} & \text { SG } \\ & 5.4 \end{aligned}$ | NZ 4.8 | 34.0 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \mathrm{RU} \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | UA 6.8 | 67.1 |


| Residues, wastes of food industry, animal fodder | (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \mathrm{KR} \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | $\begin{aligned} & Y E \\ & 25.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Kazakhstan

## Basic statistics

| Current diversification (number of products) | 5,668 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,631 | Export opportunity in more complex products <br> (percentage) | 59 |
| Potential new products more complex than <br> the country's average | 2,832 | Import replacement opportunity in more <br> 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 | 37 |
| Sum of others with smaller share | 3 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 38 |
| China | 11 | Western Europe | 19 |
| Germany | 6 | Northern America | 15 |
| France | 5 | Southern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Canada | 4 | Eastern Europe | 7 |
| Italy | 4 | South America | 3 |
| Thailand | 3 |  |  |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 27 |  |  |
|  |  |  |  |

## 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 |


| 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 | 2 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 24 | Asia | 44 |
| USA | 15 | Northern America | 18 |
| Japan | 5 | Western Europe | 12 |


| 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


|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (282520) Lithium oxide and hydroxide, \$12-38 | $\begin{aligned} & \text { JP } \\ & 402.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 161.6 \end{aligned}$ | ES 3.5 | 581.8 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660 | IE 383.8 | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |
| Miscellaneous chemical products | Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \text { IN } \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (381512) Supported catalysts, precious metal based, \$204-452 | $\begin{aligned} & \text { CZ } \\ & 229.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 130.1 \end{aligned}$ | DE 65 | 701.5 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$743-1791 | SG 317 | JP 54 | $\begin{aligned} & \text { US } \\ & 52.5 \end{aligned}$ | 504.2 |


| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (392062) Sheet/film not cellular/reinf terephthal, $\$ 9-21 \quad$ polyethylene | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | KR 45.1 | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US <br> 111.7 | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 35.3 \end{aligned}$ | 511.1 |
|  | (392119) Sheet etc, cellular of plastics nes, \$52-171 | US 262 | KR 63.9 | $\begin{aligned} & \text { FR } \\ & 28.4 \end{aligned}$ | 404.0 |
| Iron and steel | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | BE 92.6 | TH 89.6 | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0 | $\begin{aligned} & C N \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 151.9 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 41.6 \end{aligned}$ | 451.3 |
|  | (720821) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <br> $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | SA 90.4 | JP 56 | $\begin{aligned} & \text { TR } \\ & 40.9 \end{aligned}$ | 438.8 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | IL 46.7 | VN 20 | 397.6 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (845710) Machining centres, for working metal, \$140463-293222 | $\begin{aligned} & \text { CN } \\ & 918.4 \end{aligned}$ | US 219 | $\begin{aligned} & \mathrm{HU} \\ & 44.5 \end{aligned}$ | 1327.6 |
|  | (847989) Machines and mechanical appliances nes, \$27296609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | $\begin{aligned} & \text { (847710) Injection-moulding } \\ & \text { machines for rubber or plastic, } \\ & \$ 10602-90066 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 109.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 106.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 63.6 \end{aligned}$ | 666.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842911) Bulldozers and angledozers, crawler type, \$49187176728 | $\begin{aligned} & \text { RU } \\ & 261.4 \end{aligned}$ | SA 83.1 | $\begin{aligned} & \text { JP } \\ & 40.3 \end{aligned}$ | 598.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | DE 71.8 | $\begin{aligned} & \text { JP } \\ & 38.6 \end{aligned}$ | 553.5 |
|  | (850910) Domestic vacuum cleaners, \$158-297 | AU 170 | IT 93.4 | $\begin{aligned} & \mathrm{HK} \\ & 34.9 \end{aligned}$ | 486.6 |
| Vehicles other than railway, tramway | (870331) Automobiles, diesel engine of <1500 cc, \$16275-32659 | $\begin{aligned} & \text { IT } \\ & 1372.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 715.6 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 419.8 \end{aligned}$ | 3740.6 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$52514103973 | $\begin{aligned} & \text { GB } \\ & 577.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 173.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 145.2 \end{aligned}$ | 1180.6 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.4 \end{aligned}$ | 533.2 |
| Optical, photo, technical, medical, etc apparatus | $\begin{aligned} & \text { (901819) Electro-diagnostic } \\ & \text { apparatus, nes, } \$ 0-65 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |


|  | (902211) Medical X-ray apparatus, <br> $\$ 4661-51451$ | US <br> 233.5 | FR <br> 123.5 | DE <br> 101.9 | 996.0 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE <br> 79.7 | 886.2 |
|  | (902111) Artificial joints, $\$ 1061-$ <br> 2135 | FR <br> 315.8 | CH <br> 165.9 | GB <br> 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & \mathrm{HK} \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020442) Sheep cuts, bone in, frozen, \$5-12 | SA 19.8 | $\begin{aligned} & \text { JP } \\ & 11.1 \end{aligned}$ | NL 9.6 | 90.1 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030371) Sardines,brisling,sprats, frozen, whole, \$0-2 | TH 48.4 | $\begin{aligned} & \mathrm{Cl} \\ & 10.2 \end{aligned}$ | PH 9.4 | 120.4 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \mathrm{PH} \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |


|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \text { HK } \\ & 277.3 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$412 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080231) Walnuts in shell, fresh or dried, \$2-6 | IT 30 | $\begin{aligned} & \mathrm{IN} \\ & 20.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 14.5 \end{aligned}$ | 99.5 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1 | FR 61.8 | $\begin{aligned} & \mathrm{CN} \\ & 7.4 \end{aligned}$ | PL 5.1 | 87.2 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 8.2 \end{aligned}$ | SA 5.5 | 60.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | PL 12.5 | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | US 10 | 64.9 |



|  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | FR 63.9 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 7.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | ES 8.7 | DE 4.2 | 28.6 |
| Sugars and sugar confectionery | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | 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 | $\begin{gathered} \mathrm{MU} \\ 1.9 \end{gathered}$ | 14.2 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & C N \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{MM} \\ & 5.3 \end{aligned}$ | 32.2 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |


|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AL} \\ & 12.4 \end{aligned}$ | 145.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
|  | (200911) Orange juice, frozen, not fermented or spirited, \$1-2 | $\begin{aligned} & \text { GB } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{JM} \\ & 7.4 \end{aligned}$ | NL 5.1 | 56.3 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | TH 19.5 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 67.1 |
| Residues, wastes of food industry, animal fodder | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51173 | $\begin{aligned} & \text { US } \\ & 1071.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Kenya

## Basic statistics

| Current diversification (number of products) | 6,713 | Potential new products more complex <br> (percentage) | 83 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,271 | Export opportunity in more complex products <br> (percentage) | 59 |
| Potential new products more complex than <br> the country's average | 2,701 | Import replacement opportunity in more <br> 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 | 6 |
| 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 By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 11 | Asia | 39 |
| China | 10 | Western Europe | 19 |
| France | 6 | Northern America | 13 |
| Germany | 6 | Northern Europe | 8 |
| Thailand | 4 | Eastern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 7 |
| India | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Italy | 3 |  |  |
| Spain | 3 |  |  |
| Others | 27 |  |  |

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 | 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 11 | Asia | 34 |
| Germany | 11 |  | Western Europe |


| 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 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | IT 379.9 | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | DE $106.8$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |



|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4 | $\begin{aligned} & \text { GB } \\ & 50.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.2 \end{aligned}$ | 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 > 6 mm wide, $\$ 6-10$ | IT 307 | $\begin{aligned} & \text { GB } \\ & 268.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 104.6 \end{aligned}$ | 1004.5 |
|  | (741110) Pipes or tubes, refined copper, \$0-7 | $\begin{aligned} & \text { IN } \\ & 151.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 102.2 \end{aligned}$ | 945.8 |
|  | (740200) Unrefined copper, copper anodes, electrolytic refinin, \$6-38 | $\begin{aligned} & \mathrm{IN} \\ & 460.9 \end{aligned}$ | $\begin{aligned} & \text { NA } \\ & 92.6 \end{aligned}$ | NL 63.1 | 820.2 |
|  | (740710) Bars, rods \& profiles of refined copper, \$0-7 | $\begin{aligned} & \text { SA } \\ & 135.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.3 \end{aligned}$ | VN 19.1 | 337.5 |
|  | (740819) Wire of refined copper < 6 mm wide, $\$ 6$-20 | $\begin{aligned} & \mathrm{IN} \\ & 111.5 \end{aligned}$ | AR 72 | PH 33.3 | 321.9 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \text { CN } \\ & 985.7 \end{aligned}$ | US $879.2$ | $\begin{aligned} & \text { DE } \\ & 461.3 \end{aligned}$ | 3935.8 |
|  | (750512) Bars, rods and profiles, nickel alloy, \$23-60 | $\begin{aligned} & \mathrm{CN} \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.9 \end{aligned}$ | US 64.8 | 363.5 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | $\begin{aligned} & \text { ID } \\ & 40.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 22.4 \end{aligned}$ | 176.1 |
|  | (750712) Tubes and pipe, nickel alloy, \$0-27 | IT 27.1 | $\begin{aligned} & \mathrm{KR} \\ & 23.8 \end{aligned}$ | SA 18.6 | 132.8 |
|  | (750522) Wire, nickel alloy, \$24-75 | SA 33.3 | VN 12 | $\begin{aligned} & \mathrm{CN} \\ & 11.9 \end{aligned}$ | 123.1 |
| Machinery \& mech appliance etc | (841191) Parts of turbo-jet or turbopropeller engines, \$1950-4416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |


|  | (840733) Engines, spark-ignition reciprocating, $250-1000 \mathrm{cc}, \$ 374-$ 1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \mathrm{JP} \\ & 178.9 \end{aligned}$ | AE $171.9$ | IT 148.4 | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (842710) Self-propelled works trucks, electric motor, \$6305-18192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | $\begin{aligned} & C Z \\ & 85.7 \end{aligned}$ | FR 81.2 | 748.0 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, $\$ 1258$-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (851632) <br> Electro-thermic hairdressing apparatus, nes, \$0-13 | US $313.6$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
|  | (850423) Liquid dielectric transformers $>10,000 \mathrm{KVA}, \$ 2387-$ 392273 | FR 66.9 | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | CI 26.7 | 442.3 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | TH 37.5 | 937.6 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | KR 88.2 | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | $\begin{aligned} & \text { US } \\ & 445.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | BE 79.7 | 886.2 |
|  | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & R U \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$0-2 | $\begin{aligned} & \mathrm{HU} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 15.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11.1 \end{aligned}$ | 87.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020443) Sheep cuts, boneless, frozen, \$5-10 | $\begin{aligned} & \text { GB } \\ & 36.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.6 \end{aligned}$ | 66.1 |
| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes aquatic | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |


|  | (030371) Sardines,brisling,sprats, frozen, whole, \$0-2 | $\begin{aligned} & \mathrm{TH} \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \mathrm{Cl} \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 9.4 \end{aligned}$ | 120.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
| Dairy products, eggs, honey, edible animal product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \mathrm{PH} \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040291) Milk and cream unsweetened, concentrated, \$1-3 | DE 76 | $\begin{aligned} & \text { SA } \\ & 53.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 23.1 \end{aligned}$ | 186.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34 \end{aligned}$ | 835.6 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080231) Walnuts in shell, fresh or dried, \$2-6 | IT 30 | $\begin{aligned} & \mathrm{IN} \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 14.5 \end{aligned}$ | 99.5 |
|  | (080540) Grapefruit, fresh or dried, \$0-1 | $\begin{aligned} & \text { PL } \\ & 15.2 \end{aligned}$ | IT 5.3 | $\begin{aligned} & \mathrm{NL} \\ & 5.1 \end{aligned}$ | 55.0 |
|  | (080240) Chestnuts, fresh or dried, \$2-7 | $\begin{aligned} & \text { JP } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 7.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 2.2 \end{aligned}$ | 35.7 |


| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 8.5 \end{aligned}$ | 78.4 |
|  | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 4.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 3.3 \end{aligned}$ | 67.7 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | IT 3.2 | 50.3 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 2.8 \end{aligned}$ | 32.1 |
|  | (120911) Seed, sugar beet, for sowing, \$12-60 | IT 8.8 | $\begin{aligned} & \text { PL } \\ & 5.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
|  | (120750) Mustard seeds, \$0-3 | JP 4.3 | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 2.6 \end{aligned}$ | 18.1 |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 23 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$3-14 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130239) Mucilages and thickeners nes, \$0-6 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 1.2 \end{aligned}$ | 24.2 |





## Kiribati

## Basic statistics

| Current diversification (number of products) | 230 | Potential new products more complex <br> (percentage) | 65 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,864 | Export opportunity in more complex products <br> (percentage) | 23 |
| Potential new products more complex than <br> the country's average | 1,868 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Articles of iron or steel | 4 |
| Organic chemicals | 6 |
| 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 | 2 |
|  | 4 |
|  | 4 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 33 |
| France | 8 | Western Europe | 21 |
| Germany | 5 | Northern America | 18 |
| China | 5 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Russian Federation | 3 | South America | 3 |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Italy | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 |
| Sum of others with smaller share | 2 |
| Seed, oleagic fruits, grain, seed, fruit, etc, nes | 2 |

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 |


| Russian Federation | 4 |
| :--- | :--- |
| 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, \$25326 | US $658.4$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Miscellaneous chemical products | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | AE $112.8$ | MY $73.1$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |


|  | (380820) Fungicides, packaged for retail sale, \$5-17 | $\begin{aligned} & \text { GB } \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 44.8 \end{aligned}$ | 415.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380840) Disinfectants, packaged for retail sale, \$2-8 | $\begin{aligned} & \text { CA } \\ & 96.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22 \end{aligned}$ | 335.7 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & \text { CL } \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | IT $250.9$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \mathrm{TH} \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles of apparel, accessories, knit or crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | JP $110.2$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |


|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | US 260.1 | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \mathrm{RU} \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |
| Articles ofapparel,accessories, notknit or crochet knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \text { RU } \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
|  | (620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24 | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 42.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | 254.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |


| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | PT $416.2$ | 3241.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US 149.1 | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
|  | (851629) Electric space heating nes and soil heating apparatus, \$36-182 | JP $359.9$ | $\begin{aligned} & \text { FR } \\ & 251.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.2 \end{aligned}$ | 782.7 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$466151451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |


| (900130) Contact lenses, $\$ 0-1$ | US | JP | BE | 886.2 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | 445.7 | 124.8 | 79.7 |  |

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 | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \text { RU } \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & \text { RU } \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & R U \\ & 36.5 \end{aligned}$ | PE 17 | $\begin{aligned} & \mathrm{IN} \\ & 8.1 \end{aligned}$ | 105.1 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & D E \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { FR } \\ & 287.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 18.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 16 \end{aligned}$ | 396.3 |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |


|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | US <br> 281.9 | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | $\begin{aligned} & \text { QA } \\ & 76 \end{aligned}$ | 743.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120930) Seed, flower, for sowing, \$26656 | $\begin{aligned} & \text { DE } \\ & 14.6 \end{aligned}$ | NL 9.8 | $\begin{aligned} & \text { US } \\ & 6.2 \end{aligned}$ | 35.8 |
|  | (120930) Seed, flower, for sowing, \$026 | FR 6.4 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |



|  | (170410) Chewing gum containing sugar, except medicinal, \$10-23 | PL 2 | $\begin{aligned} & \text { DE } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 1.5 \end{aligned}$ | 13.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 27 \end{aligned}$ | 202.2 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |


|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { NE } \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & P L \\ & 5.6 \end{aligned}$ | 145.1 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |

## Kuwait

## Basic statistics

| Current diversification (number of products) | 3,902 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,904 | Export opportunity in more complex products <br> (percentage) | 61 |
| Potential new products more complex than <br> the country's average | 3,086 | Import replacement opportunity in more <br> 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 | 6 |
| Electrical, electronic equipment | 6 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Vehicles other than railway, tramway | 4 |
| Plastics and articles thereof | 2 |
| 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 | 3 |
| 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 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 34 |
| China | 12 | Western Europe | 18 |
| Germany | 8 | Northern America | 17 |
| United Kingdom | 6 | Northern Europe | 12 |
| Italy | 4 | Southern Europe | 7 |
| United Arab Emirates | 3 | Eastern Europe | 6 |
| Viet Nam | 3 | 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 | $\begin{aligned} & C N \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { NO } \\ & 8.3 \end{aligned}$ | 56.8 |
|  | (262030) Ash or residues containing mainly copper, \$0-2 | SE 17.4 | KR 4 | $\begin{aligned} & \text { CA } \\ & 3.3 \end{aligned}$ | 31.5 |
|  | (260300) Copper ores and concentrates, \$150-401 | US 0 | IT 0 | $A \cup 0$ | 0.0 |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | KR 828.6 | JP $303.3$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \text { CN } \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | VN 183.7 | US <br> 113.6 | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | IN 166.1 | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | US $55.8$ | 416.6 |


| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | DE 165.8 | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, }-6,6 \text {, } \\ & -6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US 111.7 | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 37.3 \end{aligned}$ | 497.8 |
|  | (391810) Floor, wall, ceiling cover, roll, tile, vinyl chlorid, \$0-2 | FR 179.4 | ID 54 | $\begin{aligned} & \text { GB } \\ & 34.5 \end{aligned}$ | 488.0 |
| Iron and steel | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN 655.6 | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | VN 261.3 | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | TH 391.9 | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |


|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | TH 347.6 | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | LK 128.4 | $\begin{aligned} & \mathrm{PH} \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <50I closed by crimp/solde, \$0-2 | NL 112.6 | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | ES 609.7 | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (842710) Self-propelled works trucks, electric motor, \$6305-18192 | ES 203.7 | $\begin{aligned} & C Z \\ & 85.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 81.2 \end{aligned}$ | 748.0 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | IN 223.1 | $\begin{aligned} & \text { US } \\ & 149.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
|  | (842720) Self-propelled works trucks, non-electric, \$12020-40163 | $\begin{aligned} & R U \\ & 204.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 73.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 53.6 \end{aligned}$ | 684.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | US 1157 | BR 3.5 | AR 2.2 | 1168.6 |



Potential new agri-business products with higher export opportunity and top 3 growing markets



|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$01 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | CA 1.6 | 20.5 |
|  | (120750) Mustard seeds, \$0-3 | JP 4.3 | DE 4.2 | TH 2.6 | 18.1 |



|  | (200820) $\quad$ 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 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$7-26 | CN $1077.2$ | $\begin{aligned} & \text { RU } \\ & 149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 131.3 \end{aligned}$ | 1996.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | RU 43.9 | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | CN 6.2 | 60.1 |
| Tobacco and manufactured tobacco substitutes | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Kyrgyzstan

## Basic statistics

| Current diversification (number of products) | 2,632 | Potential new products more complex <br> (percentage) | 77 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,259 | Export opportunity in more complex products <br> (percentage) | 51 |
| Potential new products more complex than <br> the country's average | 3,264 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 12 | Asia | 35 |
| Germany | 7 | Western Europe | 22 |
| China | 7 | Northern America | 14 |
| France | 6 | Southern Europe | 8 |
| \|taly | 4 | Northern Europe | 7 |
| Belgium | 4 | Eastern Europe | 7 |
| Netherlands | 4 | South America | 3 |
| Thailand | 4 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| United Kingdom | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |
|  | (285100) Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | US <br> 416.3 | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | JP 14.9 | 491.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |


|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \mathrm{BE} \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \text { CN } \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$14-51 | $\begin{aligned} & \text { DE } \\ & 104.9 \end{aligned}$ | US 93 | ES 46.2 | 462.3 |
| Plastics and articles thereof | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |


|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |



| (902140) Hearing aids, except parts <br> and accessories, $\$ 85-242$ | FR | NL | GB | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | EG 95.7 | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040630) Cheese processed, not grated or powdered, \$3-7 | DE 73.9 | $\begin{aligned} & \mathrm{AU} \\ & 30.5 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 23.3 \end{aligned}$ | 262.2 |
|  | (040291) Milk and cream unsweetened, concentrated, \$1-3 | DE 76 | $\begin{aligned} & \text { SA } \\ & 53.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 23.1 \end{aligned}$ | 186.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | AE $93.8$ | 1082.5 |


|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110812) Maize (corn) starch, \$01 | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121120) Ginseng roots, \$13-75 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (150990) Olive oil, fractions, refined, not chemically modifie, \$0-2 | IT 75.8 | $\begin{aligned} & \text { PT } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.8 \end{aligned}$ | 242.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 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, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |


|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180610) Cocoa powder, sweetened, \$8-17 | $\begin{aligned} & \text { GB } \\ & 14.5 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 6.2 \end{aligned}$ | 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, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | DK 5.3 | 56.9 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$7-26 | $\begin{aligned} & \mathrm{CN} \\ & 1077.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 149.7 \end{aligned}$ | $\begin{aligned} & D E \\ & 131.3 \end{aligned}$ | 1996.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | ES 50.4 | $\begin{aligned} & \text { IN } \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Lao People's Dem. Rep.

## Basic statistics

| Current diversification (number of products) | 2,032 | Potential new products more complex <br> (percentage) | 76 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,181 | Export opportunity in more complex products <br> (percentage) | 45 |
| Potential new products more complex than <br> the country's average | 3,159 | Import replacement opportunity in more <br> 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 | 5 |
| Plastics and articles thereof | 5 |
| Organic chemicals | 6 |
| 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
By regions

| Country | Percent |
| :--- | :--- |
| USA | 13 |
| Germany | 8 |
| France | 7 |
| China | 6 |
| Italy | 4 |


| Region | Percent |
| :--- | :--- |
| Asia | 34 |
| Western Europe | 22 |
| Northern America | 15 |
| Eastern Europe | 8 |
| Southern Europe | 7 |
| Northern Europe | 7 |


| Thailand | 4 |
| :--- | :--- |
| Netherlands | 4 |
| Japan | 3 |
| Canada | 3 |
| Rep. of Korea | 3 |
| India | 3 |
| Others | 28 |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 36 |
| China | 8 | Western Europe | 19 |
| Germany | 7 | Northern America | 15 |


| 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 <br> 646.9 | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-heteroatom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |


|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \mathrm{RU} \\ & 81.3 \end{aligned}$ | VN 40.9 | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \text { CN } \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | DK 85.4 | FR 84.8 | 578.7 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | NL 86.1 | US 59.7 | 485.4 |
| Plastics and articles thereof | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390760) Polyethylene terephthalate, in primary forms, \$0-1 | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | ES 42.3 | PK 40.5 | 711.8 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, } \\ & -6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |


|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \mathrm{IN} \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | TH 19.5 | 491.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (480560) Paper, weighing 150 $\mathrm{g} / \mathrm{m} 2$ or less, uncoated, nes, \$01 | PH 39.2 | NZ 31.7 | RU 29.3 | 333.7 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}$ $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width >600mm, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | PH 69.7 | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}, \$ 1-2$ | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |



|  | (870120) Road tractors for semitrailers (truck tractors), \$1794076646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870190) Wheeled tractors nes, \$9592-47189 | DE 304 | $\begin{aligned} & \text { FR } \\ & 243.8 \end{aligned}$ | US <br> 144.1 | 1308.8 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | TH 37.5 | 937.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & C N \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$2431093 | NL 534 | US $353.1$ | ES 106 | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | $111.3$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |



|  | (070951) Mushrooms, fresh or chilled, \$0-3 | FR 96.8 | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | DE 7.4 | IT 6.4 | 99.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$01 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (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 | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | AE $93.8$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 15.3 \end{aligned}$ | 462.7 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120600) Sunflower seeds, \$0-4 | AE 33.2 | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | US 41.7 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |



|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | US 50.4 | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$24 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  |  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | AU 6.3 | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, $\$ 2-5$ | CZ 23.4 | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | EC 19.8 | $\begin{aligned} & C L \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | US 52.6 | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | 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 <br> industry, animal fodder |
| :--- |


| (210310) Soya sauce, \$1-4 | US 17.8 | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | AT 3.3 | 72.2 |
| :---: | :---: | :---: | :---: | :---: |
| (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | AU $357.8$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
| (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
| (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 6.2 \end{aligned}$ | 60.1 |
| (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US $1071.6$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Latvia

## Basic statistics

| Current diversification (number of products) | Potential new products more complex <br> (percentage) | 79 |  |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,618 | Export opportunity in more complex products <br> (percentage) | 70 |
| Potential new products more complex than <br> the country's average | 1,282 | Import replacement opportunity in more <br> 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 | 6 |
| Vehicles other than railway, tramway | 5 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 35 |
| Italy | 8 | Western Europe | 16 |
| China | 7 | Northern America | 16 |
| France | 6 | Southern Europe | 12 |
| Germany | 4 | Eastern Europe | 7 |
| Rep. of Korea | 4 | Northern Europe | 6 |
| India | 4 | South America | 3 |
| Netherlands | 3 |  |  |
| Belgium | 3 |  |  |
| Canada | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 28 |  |  |

## 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 | 21 |
| Sugars and sugar confectionery | 14 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China, Hong Kong SAR | 24 | Asia | 52 |
| France | 13 | Western Europe | 19 |
| USA | 8 | Northern America | 12 |
| China | 7 | Northern Europe | 7 |
| Rep. of Korea | 4 | Eastern Europe | 4 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$01 | PL 58.4 | LK 53.4 | $\begin{aligned} & \text { IT } \\ & 43.5 \end{aligned}$ | 367.3 |
|  | (283311) Disodium sulphate, \$0-0 | $\begin{aligned} & \text { BR } \\ & 48.1 \end{aligned}$ | CZ 9.7 | $\begin{aligned} & \text { GT } \\ & 6.9 \end{aligned}$ | 115.6 |
| Organic chemicals | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
|  | (290243) P-xylene, \$0-21 | $\begin{aligned} & \text { PT } \\ & 150.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 56.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 39.6 \end{aligned}$ | 305.0 |
|  | (290531) Ethylene glycol (ethanediol), \$0-0 | ID 112 | GB 96 | $\begin{aligned} & \text { VN } \\ & 21.8 \end{aligned}$ | 291.0 |
|  | (294190) Antibiotics nes, in bulk, \$401-910 | $\begin{aligned} & \text { US } \\ & 68.2 \end{aligned}$ | JP 27.1 | $\begin{aligned} & \text { IN } \\ & 21.7 \end{aligned}$ | 177.9 |


|  | (294130) Tetracyclines, derivatives, in bulk, salts, \$34-250 | NL 40.7 | BE 39 | $\begin{aligned} & \text { RU } \\ & 8.9 \end{aligned}$ | 131.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | US <br> 1677.7 | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64 | $\begin{aligned} & \text { US } \\ & 267.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
|  | (300239) Vaccines, veterinary use, except foot and mouth, \$252-563 | NL 67.2 | IT 60.9 | $\begin{aligned} & \text { JP } \\ & 39.2 \end{aligned}$ | 410.9 |
|  | (300432) Adrenal cortical hormones, in dosage, $\$ 566-1947$ | $\begin{aligned} & \text { DE } \\ & 63.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 20.5 \end{aligned}$ | 200.6 |
|  | (300660) Contraceptive preps based on hormones or spermicides, \$55-277 | IT 33.1 | $\begin{aligned} & \text { RU } \\ & 30.4 \end{aligned}$ | ZA 12 | 192.5 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381512) Supported catalysts, precious metal based, \$204-452 | $\begin{aligned} & C Z \\ & 229.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 130.1 \end{aligned}$ | DE 65 | 701.5 |
|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 743-1791$ | SG 317 | JP 54 | $\begin{aligned} & \text { US } \\ & 52.5 \end{aligned}$ | 504.2 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$05 | $\begin{aligned} & \text { CA } \\ & 56.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 36.4 \end{aligned}$ | AE $33.8$ | 186.5 |
|  | (381512) Supported catalysts, precious metal based, \$0-39 | FR 55.9 | $\begin{aligned} & \text { US } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BN} \\ & 6.4 \end{aligned}$ | 125.0 |
| Paper \& paperboard, articles of pulp, paper and board | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
|  | (481021) Paper, fine, light weight coated, \$0-2 | JP $195.7$ | PL 64.6 | $\begin{aligned} & \mathrm{NL} \\ & 26.4 \end{aligned}$ | 327.1 |


|  | (481039) Paper, kraft, clay coated, nes, \$0-4 | $\begin{aligned} & \text { US } \\ & 123.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 91.7 \end{aligned}$ | IE 7.4 | 257.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { DE } \\ & 46.5 \end{aligned}$ | Fl 43.8 | $\begin{aligned} & \text { CA } \\ & 31.4 \end{aligned}$ | 234.2 |
|  | (480441) Paper, kraft, 150-225 $\mathrm{g} / \mathrm{m} 2$, unbleached,uncoated nes, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 46.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 35.9 \end{aligned}$ | DE 20 | 158.5 |
| Iron and steel | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 34.9 \end{aligned}$ | 447.2 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | IL 46.7 | VN 20 | 397.6 |
|  | (720441) Waste from the mechanical working of iron or steel ne, \$0-0 | $\begin{aligned} & \text { IT } \\ & 213.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 114.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 17.2 \end{aligned}$ | 373.9 |
| Machinery \& mech appliance etc | (841182) Gas turbine engines nes of a power > 5000 kW , \$277002143688 | $\begin{aligned} & \text { CA } \\ & 195.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 96.3 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 78.4 \end{aligned}$ | 725.2 |
|  | (847710) Injection-moulding machines for rubber or plastic, $\$ 10602-90066$ | $\begin{aligned} & \text { FR } \\ & 109.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 106.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 63.6 \end{aligned}$ | 666.6 |
|  | (842619) Transporter or bridge cranes, \$2034-50051 | $\begin{aligned} & \text { US } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 100.1 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 33.6 \end{aligned}$ | 392.7 |
|  | (847710) Injection-moulding machines for rubber or plastic, $\$ 90066-209262$ | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 34.5 \end{aligned}$ | 391.9 |
|  | (843410) Milking machines, \$67351879 | DE 109 | $\begin{aligned} & \text { FR } \\ & 68.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 30.2 \end{aligned}$ | 374.1 |


| Electrical, electronic equipment | (850230) Electric generating sets, nes, \$102223-453892 | $\begin{aligned} & \mathrm{NL} \\ & 366.9 \end{aligned}$ | AU $319.5$ | $\begin{aligned} & \text { AR } \\ & 107 \end{aligned}$ | 1326.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | $\begin{aligned} & \text { AR } \\ & 2.2 \end{aligned}$ | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | $\begin{aligned} & \text { (850423) } \quad \text { Liquid } \quad \text { dielectric } \\ & \text { transformers }>10,000 \mathrm{KVA}, \$ 2387- \\ & 392273 \end{aligned}$ | FR 66.9 | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | $\begin{aligned} & \mathrm{Cl} \\ & 26.7 \end{aligned}$ | 442.3 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$181-360 | $\begin{aligned} & \text { US } \\ & 177.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 11.3 \end{aligned}$ | 247.2 |
| Vehicles other than railway, tramway | (870331) Automobiles, diesel engine of <1500 cc, \$16275-32659 | $\begin{aligned} & \text { IT } \\ & 1372.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 715.6 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 419.8 \end{aligned}$ | 3740.6 |
|  | (870540) Mobile concrete mixers, \$26877-75384 | $\begin{aligned} & V N \\ & 52.2 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 14.9 \end{aligned}$ | 219.5 |
|  | (870530) Fire fighting vehicles, \$38798-344786 | $\begin{aligned} & \text { DE } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.4 \end{aligned}$ | 215.4 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$16773739 | BE 28.3 | $\begin{aligned} & \text { US } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 15.3 \end{aligned}$ | 95.5 |
|  | (870432) Spark ignition engine trucks weighing > 5 tonnes, \$46252-98848 | PT 34.2 | $\begin{aligned} & \text { UZ } \\ & 16.3 \end{aligned}$ | BG 4 | 73.5 |
| Optical, photo, technical, medical, etc apparatus | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & \text { RU } \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | $\begin{aligned} & \text { (901811) Electro-cardiographs, } \\ & \$ 1100-2726 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 467.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 12.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 1.2 \end{aligned}$ | 483.0 |
|  | (901020) Equipment for <br> photographic laboratories nes, <br> $\$ 189-17304$   | SG 85 | JP 64 | $\begin{aligned} & \text { TH } \\ & 61.4 \end{aligned}$ | 309.7 |


| (901849) Instruments and appliances, used in dentistry, \$2-80 | $\begin{aligned} & \text { US } \\ & 176.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 7.1 \end{aligned}$ | 218.5 |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { (902720) Chromatographs, } \\ & \text { electrophoresis instruments, } \$ 5199- \\ & 18958 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 50.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.5 \end{aligned}$ | 71.1 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$510 | KW 5.7 | AE <br> 4.4 | HK 2 | 19.1 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030721) Scallops, live, fresh or chilled, \$8-23 | $\begin{aligned} & \text { HK } \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.4 \end{aligned}$ | IT 2.1 | 41.7 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \text { HK } \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 7.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 4.6 \end{aligned}$ | 57.0 |
|  | (050690) Bones and horn-cores unworked or simply worked nes, \$0-5 | $\begin{aligned} & \mathrm{BE} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.1 \end{aligned}$ | 27.6 |
| Coffee, tea, mate and spices | (091020) Saffron, \$14-796 | $\begin{aligned} & \text { HK } \\ & 28.9 \end{aligned}$ | $\begin{aligned} & \mathrm{FR} \\ & 3.7 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 1.7 \end{aligned}$ | 39.3 |


| Cereals | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 2.7 \end{aligned}$ | 88.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Milling products, malt, starches, inulin, wheat gluten | (110811) Wheat, starch, \$0-1 | FI 13.5 | $\begin{aligned} & \text { GB } \\ & 3.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.8 \end{aligned}$ | 30.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$8-21 | FR 8.8 | $\begin{aligned} & \mathrm{EE} \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 2.1 \end{aligned}$ | 23.1 |
| Animal,vegetable fats and oils, cleavage products, etc | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$10-15 | PE 7.2 | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 28.1 |
|  | (150600) Animal fats,oils,fractions not chemically modified ne, \$0-37 | CA 8.5 | $\begin{aligned} & \mathrm{KR} \\ & 2.5 \end{aligned}$ | PH . 8 | 15.4 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$5-10 | KR 1.6 | $\begin{gathered} \mathrm{NL} \\ 1.2 \end{gathered}$ | CN 1 | 11.6 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$3-7 | KR 2.8 | $\begin{aligned} & \text { MA } \\ & 1.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 1.1 \end{aligned}$ | 8.8 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170230) Glucose, glucose syrup <br> < 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 | $\begin{aligned} & \mathrm{CN} \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 21.3 \end{aligned}$ | LK 9 | 67.9 |
| Vegetable, fruit, nut, etc food preparations | (200870) Peaches, otherwise prepared or preserved, \$0-1 | $\begin{aligned} & \text { FR } \\ & 13.7 \end{aligned}$ | $\begin{aligned} & \text { UY } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 2.9 \end{aligned}$ | 33.1 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$4-7 | FR 5.4 | KW 4 | $\begin{aligned} & \text { SE } \\ & 3.8 \end{aligned}$ | 22.1 |


|  | (200930) Citrus juice nes (one fruit) not fermented or spirite, \$37 | FR 5.5 | $\begin{aligned} & \text { GB } \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 2.2 \end{aligned}$ | 14.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | $\begin{aligned} & \text { JP } \\ & 1.3 \end{aligned}$ | GR . 7 | 8.2 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$53170 | DE 4.3 | CO . 8 | KR . 6 | 7.8 |
|  | (210210) Yeasts, active, \$5131336 | FI . 8 | PL 0 | RS 0 | 1.0 |
| Beverages, spirits and vinegar | (220510) Vermouth and other flavoured grape wines - pack < 2I, \$0-2 | $\begin{aligned} & \text { FR } \\ & 40.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.6 \end{aligned}$ | $\begin{aligned} & \text { LV } \\ & 8.9 \end{aligned}$ | 89.9 |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$622 | CZ . 2 | GY . 1 | HK . 1 | 0.5 |

## Lebanon

## Basic statistics

| Current diversification (number of products) | 6,940 | Potential new products more complex <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,168 | Export opportunity in more complex products <br> (percentage) | 74 |
| Potential new products more complex than <br> the country's average | 2,592 | Import replacement opportunity in more <br> 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 | 7 |
| Iron and steel | 7 |
| Vehicles other than railway, tramway | 5 |
| Electrical, electronic equipment | 5 |
| Optical, photo, technical, medical, etc apparatus | 7 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Plastics and articles thereof | 3 |
| Miscellaneous chemical products | 28 |
| Sum of others with smaller share | 2 |
|  |  |

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 |


| 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 | 3 |
| 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 | $\begin{aligned} & C N \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | KR 828.6 | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US <br> 113.6 | FR 60.5 | 530.2 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |


|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290220) Benzene, \$0-13 | BE 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | TH 316.9 | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | KR 126.6 | QA 94 | NL 47 | 605.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | ID 54.3 | 483.6 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390810) Polyamide-6, -11, -12, -$6,6,-6,9,-6,10$ or $-6,12, \$ 2-6$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | PL 106.4 | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
| Iron and steel | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |



|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \text { RU } \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | ES 418.7 | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | AT $115.5$ | 1368.0 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, $\$ 0-65$ | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | KR 88.2 | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | US <br> 233.5 | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |


|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \text { CN } \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | Fl 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | CA 25.6 | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | AU 2.6 | $\begin{aligned} & \text { CN } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{PH} \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040229) Milk and cream powder sweetened < $1.5 \%$ fat, \$7-14 | IT 16.5 | $\begin{aligned} & \text { CN } \\ & 3.9 \end{aligned}$ | AU 3.1 | 33.4 |


| Edible vegetables and certain roots and tubers | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | GB 7.3 | 71.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | CA 1.6 | 20.5 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | US 17.8 | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 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, \$720 | IT 3.2 | Fl 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 | $\begin{aligned} & \text { NO } \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 112.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | JP 36.5 | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-4 | US 30.5 | $\begin{aligned} & C Z \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 18.2 \end{aligned}$ | 101.8 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | GB 62.3 | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { BE } \\ & 10.5 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |


| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200911) Orange juice, frozen, not fermented or spirited, \$1-2 | GB 19.8 | JM 7.4 | NL 5.1 | 56.3 |
|  |  | DE 9.7 | $\begin{aligned} & \text { GB } \\ & 3.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | 26.1 |
|  | (200930) Citrus juice nes (one fruit) not fermented or spirite, \$3-7 | FR 5.5 | $\begin{aligned} & \text { GB } \\ & 2.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 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 <br> (percentage) | 62 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,884 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 2,408 | Import replacement opportunity in more <br> 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 | 6 |
| Iron and steel | 6 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Organic chemicals | 4 |
| Miscellaneous chemical products | 6 |
| 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 |
|  |  |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 13 | Asia | 35 |
| Germany | 6 | Western Europe | 21 |
| France | 6 | Northern America | 16 |
| China | 6 | Southern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Canada | 4 | Eastern Europe | 7 |
| Thailand | 4 | South America | 3 |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Spain | 3 |  |  |
| Others | 28 |  |  |

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 |  |  |  |  |  | By regions |  |  |
| :--- | :--- | :--- | :--- | :---: | :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |  |  |  |  |  |
| USA | 12 | Asia | 38 |  |  |  |  |  |
| China | 11 | Western Europe | 19 |  |  |  |  |  |
| United Kingdom | 8 | Northern America | 14 |  |  |  |  |  |
| Germany | 6 | Northern Europe | 11 |  |  |  |  |  |
| France | 5 | Southern Europe | 7 |  |  |  |  |  |
| China, Hong Kong SAR | 4 | 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 <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (293490) Heterocyclic compounds, nes, $\$ 0-25$ | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
|  | (390740) Polycarbonates, in primary forms, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 579.4 \end{aligned}$ | ES 67.8 | $\begin{aligned} & \mathrm{RU} \\ & 38.9 \end{aligned}$ | 868.3 |
|  | (390760) $\quad$Polyethylene <br> terephthalate, in primary forms, <br> $\$ 0-1$, | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | ES 42.3 | $\begin{aligned} & \text { PK } \\ & 40.5 \end{aligned}$ | 711.8 |


| Paper \& paperboard, articles of pulp, paper and board | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | TH 42.1 | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Iron and steel | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | KR <br> 571.3 | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720822) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $4.75-10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |


|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | PH 66.1 | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (731021) Cans, iron/steel, capacity $<501$ closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and <br> mechanical appliances nes, <br> \$2729-6609   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | MY $301.3$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, $\$ 0-$ 13 | US <br> 313.6 | DE 71.8 | $\begin{aligned} & \text { JP } \\ & 38.6 \end{aligned}$ | 553.5 |



Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, <br> unit price range | Top growing <br> (USD million) | markets | Export <br> opportunity <br> (USD million) |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $\# 1$ | $\# 2$ | \#3 |  |
| Dairy products, eggs, <br> honey, edible animal <br> product nes | (040210) Milk powder < 1.5\% fat, <br> $\$ 2-3$ | CN | PH | ID | 1495.9 |


|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040410) Whey, \$0-0 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
| Edible vegetables and certain roots and tubers | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | DE 4.2 | 64.1 |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |
|  | (071220) Onions, dried, not further prepared, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |


| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100510) Maize (corn) seed, \$2-6 | $\begin{aligned} & \mathrm{HU} \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 20.2 \end{aligned}$ | 244.7 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & V N \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110812) Maize (corn) starch, \$01 | DE 9.7 | BE 6.1 | NL 5.3 | 56.1 |
|  | (110311) Wheat meal, \$1-3 | $\begin{aligned} & \text { NG } \\ & 4.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130239) Mucilages and thickeners nes, \$0-6 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | 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 | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | $\begin{aligned} & \mathrm{IN} \\ & 54.7 \end{aligned}$ | SA 8.8 | NZ 8.3 | 124.6 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | FI 10.7 | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | DE 5.5 | 48.3 |



|  | (210500) Ice cream and other edible ice, \$5-10 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | NL 8.9 | HK 6.1 | 56.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210420) Homogenised composite food preparations, \$2-8 | $\begin{aligned} & \text { US } \\ & 12.5 \end{aligned}$ | KZ 6.8 | PL 3.6 | 43.9 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & \text { CN } \\ & 6.2 \end{aligned}$ | 60.1 |

## Liberia

## Basic statistics

| Current diversification (number of products) | 989 | Potential new products more complex <br> (percentage) | 77 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,864 | Export opportunity in more complex products <br> (percentage) | 45 |
| Potential new products more complex than <br> the country's average | 2,968 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Organic chemicals | 4 |
| Iron and steel | 3 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Pharmaceutical products | 3 |
| Articles of iron or steel | 3 |
| Aluminium and articles thereof | 35 |
| Sum of others with smaller share | 4 |
|  |  |

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

By countries By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 36 |
| France | 7 | Western Europe | 21 |
| China | 6 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Japan | 4 | Southern Europe | 6 |
| Thailand | 4 | South America | 3 |
| Russian Federation | 3 |  |  |
| Netherlands | 3 |  |  |
| Belgium | 3 |  |  |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

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 |
| 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 | Sum of others with smaller share |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 36 |
| United Kingdom | 7 | Western Europe | 19 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |



|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, t>10mm, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Aluminium and articles thereof | (760110) Aluminium unwrought, not alloyed, \$01 | $\begin{aligned} & \text { KR } \\ & 1632.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 1575.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 850.8 \end{aligned}$ | 4877.8 |
|  | (760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$0-3 | $\begin{aligned} & \text { FR } \\ & 300.2 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 124.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 106.4 \end{aligned}$ | 1164.8 |


|  | (760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6 | US $360.3$ | $\begin{aligned} & \mathrm{CH} \\ & 110.3 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 64.6 \end{aligned}$ | 871.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (761290) Aluminium casks, drums, boxes etc, capacity <300 litr, \$5-21 | GB 68 | $\begin{aligned} & \text { AT } \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | 407.1 |
|  | (760421) Profiles, hollow, aluminium, alloyed, \$0-4 | $\begin{aligned} & \text { FR } \\ & 44.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.8 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 21.4 \end{aligned}$ | 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, $\$ 582-2464$ | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (842951) Front end shovel loaders, \$2736672431 | $\begin{aligned} & \text { FR } \\ & 443.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 207.4 \end{aligned}$ | 1552.2 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527 | $\begin{aligned} & \mathrm{CN} \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & H K \\ & 799.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 391.7 \end{aligned}$ | 3322.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (851140) Starter motors, \$40-349 | US <br> 1191.8 | $\begin{aligned} & C N \\ & 144 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 143.6 \end{aligned}$ | 1673.4 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
| :---: | :---: | :---: | :---: | :---: |
| (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| (901819) Electro-diagnostic apparatus, nes, \$065 | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US 206.6 | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |




|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | US $103.2$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 49.2 \end{aligned}$ | 241.0 |



| (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
| :---: | :---: | :---: | :---: | :---: |
| (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |

## Libya

## Basic statistics

| Current diversification (number of products) | 660 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,360 | Export opportunity in more complex products <br> (percentage) | 32 |
| Potential new products more complex than <br> the country's average | 2,276 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Iron and steel | 5 |
| Organic chemicals | 4 |
| 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 By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| Thailand | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| China | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Japan | 4 | South America | 3 |
| Netherlands | 3 |  |  |
| Italy | 3 |  |  |
| Russian Federation | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| Germany | 11 | Asia | 29 |
| USA | 10 | Western Europe | 23 |
| United Kingdom | 8 | Eastern Europe | 14 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$505-1158 | US 844.6 | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 321.4 \end{aligned}$ | 2570.1 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | AU <br> 315.2 | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |


|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | $\begin{aligned} & \text { PS } \\ & 87.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 59.8 \end{aligned}$ | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Miscellaneous chemical products | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & \text { AE } \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & C N \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |


|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-1$ | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & V N \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |


| Machinery \& mech appliance etc | (842952) Shovels and excavators with revolving superstructure, \$36269-86767 | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | US $867.9$ | $\begin{aligned} & R U \\ & 663.9 \end{aligned}$ | 3641.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (851140) Starter motors, \$40-349 | US <br> 1191.8 | $\begin{aligned} & \mathrm{CN} \\ & 144 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 143.6 \end{aligned}$ | 1673.4 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & \mathrm{RU} \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |


| (902130) <br> appliances, etc, $\$ 1093-2367$ |  |  | artificial body parts, aids and | DE | JP | KR | 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 | $\begin{aligned} & \text { CN } \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP <br> 111.3 | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots), nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |




|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | $\begin{aligned} & \text { SA } \\ & 8.2 \end{aligned}$ | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 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 > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | CA 27 | 202.2 |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |



## Lithuania

## Basic statistics

| Current diversification (number of products) | 13,523 | Potential new products more complex <br> (percentage) | 86 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,043 | Export opportunity in more complex products <br> (percentage) | 71 |
| Potential new products more complex than <br> the country's average | 894 | Import replacement opportunity in more <br> 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 | 6 |
| Electrical, electronic equipment | 6 |
| Plastics and articles thereof | 4 |
| Articles of iron or steel | 4 |
| Pharmaceutical products | 6 |
| Inorganic chemicals, precious metal compound, isotopes | 4 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| Sum ofthers with smaller share | 25 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 39 |
| China | 11 | Western Europe | 18 |
| France | 8 | Northern America | 15 |
| Germany | 4 | Eastern Europe | 8 |
| India | 3 | Southern Europe | 7 |
| Canada | 3 | Northern Europe | 6 |
| Thailand | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Singapore | 3 |  |  |
| Netherlands | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 53 | Asia | 83 |
| Viet Nam | 6 | Western Europe | 6 |
| Cambodia | 5 | Northern America | 3 |
| Saudi Arabia | 5 |  |  |
| Japan | 4 |  |  |
| Germany | 3 |  |  |
| USA | 3 |  |  |
| Others | 8 |  |  |

## 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 metalcompound, isotopes | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (284330) Gold compounds, \$52723971 | AE 42.4 | CZ 21 | PL 6.1 | 91.0 |
|  | (280410) Hydrogen, \$0-0 | US 57.9 | $\begin{aligned} & \text { BE } \\ & 27.9 \end{aligned}$ | 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 | $\begin{aligned} & C Z \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 4.1 \end{aligned}$ | 60.7 |
| Organic chemicals | (290711) Phenol (hdroxybenzene), salts, \$1-17 | $\begin{aligned} & \text { NL } \\ & 228.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 14.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.4 \end{aligned}$ | 312.2 |
|  | (290243) P-xylene, \$0-21 | $\begin{aligned} & \text { PT } \\ & 150.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 56.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 39.6 \end{aligned}$ | 305.0 |
|  | (293410) Heterocyclic compounds with an unfused thiazole ring, \$34246 | BR 53.6 | $\begin{aligned} & \text { CA } \\ & 49.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 23.4 \end{aligned}$ | 197.6 |
|  | (294190) Antibiotics nes, in bulk, \$401-910 | US 68.2 | $\begin{aligned} & \text { JP } \\ & 27.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 21.7 \end{aligned}$ | 177.9 |
|  | (294130) Tetracyclines, derivatives, in bulk, salts, \$34-250 | NL 40.7 | BE 39 | $\begin{aligned} & \mathrm{RU} \\ & 8.9 \end{aligned}$ | 131.3 |
| Pharmaceutical products | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |



| 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 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 34.9 \end{aligned}$ | 447.2 |
|  | (720922) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 1 3 mm , nes, \$0-0 | $\begin{aligned} & \text { RU } \\ & 66.9 \end{aligned}$ | $\begin{aligned} & \text { CZ } \\ & 64.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 50.5 \end{aligned}$ | 325.4 |
|  | (721039) Flat rolled iron or nonalloy steel, electro plate/zinc,w >600mm, nes, \$0-0 | $\begin{aligned} & \text { CN } \\ & 152.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 18.5 \end{aligned}$ | 317.5 |
|  | (721934) Cold rolled stainless steel, w >600mm, t $0.5-1.0 \mathrm{~mm}$, \$0-2 | IT 68.1 | $\begin{aligned} & \mathrm{NL} \\ & 41.8 \end{aligned}$ | PL 41 | 285.5 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (732591) Balls, iron or steel, cast, for grinding mills, \$1-4 | ZA 26.9 | $\begin{aligned} & \text { US } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 9.6 \end{aligned}$ | 102.9 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$9-21 | $\begin{aligned} & \text { EG } \\ & 57.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 19.7 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 6.9 \end{gathered}$ | 92.5 |
|  | (730620) <br> Casings,circular, iron/steel, oil/gas drilling <406mm, \$1-23 | NO 5.1 | $\begin{aligned} & \mathrm{BN} \\ & 3.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 2.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (845129) Drying machines, nes, \$336-4747 | US $592.2$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.1 \end{aligned}$ | 657.5 |
|  | (842710) Self-propelled works trucks, electric motor, \$1819236024 | $\begin{aligned} & \text { GB } \\ & 243.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 68.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.8 \end{aligned}$ | 490.9 |


|  | (847710) Injection-moulding machines for rubber or plastic, \$90066-209262 | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 34.5 \end{aligned}$ | 391.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841810) Combined refrigeratorfreezers, two door, \$1081-2714 | US <br> 307.3 | $\begin{aligned} & \mathrm{FI} \\ & 17.8 \end{aligned}$ | HK 9.4 | 341.4 |
| Electrical, electronic equipment | (850423) Liquid dielectric  <br> transformers $>$ $>10,000$ KVA, <br> $\$ 2387-392273$   | FR 66.9 | $\begin{aligned} & \mathrm{BH} \\ & 26.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CI} \\ & 26.7 \end{aligned}$ | 442.3 |
|  | (850422) Liquid <br> transformers dielectric <br> $\$ 350-10,000 \mathrm{KVA}$,  | $\begin{aligned} & \text { US } \\ & 197.2 \end{aligned}$ | DE 59 | $\begin{aligned} & \mathrm{CH} \\ & 14.1 \end{aligned}$ | 322.2 |
|  | (851631) Electric hair dryers, \$92273 | CN 136 | IT 6.1 | ES 2.4 | 150.3 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$87805-173310 | PK 39.5 | $\begin{aligned} & \text { IT } \\ & 12.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11.3 \end{aligned}$ | 145.4 |
|  | (853720) Electrical control and distribution boards, > $1 \mathrm{kV}, \$ 83-181$ | $\begin{aligned} & \mathrm{CN} \\ & 28.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.4 \end{aligned}$ | 132.8 |
| Optical, photo, technical, medical, etc apparatus | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & R U \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (901510) Rangefinders, \$68-985 | US 77.2 | CA 8 | $\begin{aligned} & \text { SG } \\ & 5.2 \end{aligned}$ | 97.1 |
|  | (902920) Speed indicators, tachometers, stroboscopes, \$7311479 | $\begin{aligned} & \text { CA } \\ & 73.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 1.1 \end{aligned}$ | SG . 6 | 77.3 |
|  | (901811) Electro-cardiographs, \$16-1100 | $\begin{aligned} & \mathrm{CH} \\ & 29.2 \end{aligned}$ | IN 7.9 | $\begin{aligned} & \text { US } \\ & \triangle 7 \end{aligned}$ | 63.9 |
|  | (901180) Microscopes, optical, nes, \$9283-14213 | $\begin{aligned} & \mathrm{CN} \\ & 54.8 \end{aligned}$ | 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, <br> unit price range | Top growing markets <br> (USD million) |
| :--- | :--- | :--- | :--- | :--- |


|  |  | \#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 | 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 | $\begin{aligned} & \text { HK } \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.4 \end{aligned}$ | IT 2.1 | 41.7 |
|  | (030710) Oysters, \$6-13 | US 5.8 | $\begin{aligned} & \mathrm{CN} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.1 \end{aligned}$ | 28.2 |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | $\begin{aligned} & \text { VN } \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 47.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 23 \end{aligned}$ | 219.5 |
|  | (051110) Semen bovine, \$0-7 | NL 5.4 | IT 2.2 | $\begin{aligned} & \text { UA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{EE} \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 2.1 \end{aligned}$ | 23.1 |
| Lac, gums, resins, vegetable saps and extracts nes | (130231) Agar-agar, \$16-57 | TH 8.9 | IN 2.1 | $\begin{aligned} & V N \\ & 1.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 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 |


|  | (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, retai, \$10-21 | $\begin{aligned} & \text { CN } \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$10-24 | $\begin{aligned} & \mathrm{CN} \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 21.3 \end{aligned}$ | LK 9 | 67.9 |
| Vegetable, fruit, nut, etc food preparations | (200310) Mushrooms, prepared or preserved, not in vinegar, \$716 | US 8.7 | $\begin{aligned} & \text { DE } \\ & 7.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 3.2 \end{aligned}$ | 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, \$53170 | 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 <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,964 | Export opportunity in more complex products <br> (percentage) | 54 |
| Potential new products more complex than <br> the country's average | 1,419 | Import replacement opportunity in more <br> 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 | 25 |
| Sum of others with smaller share | 2 |

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

| 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 |


| 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 |


| 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 | 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 |


| Spain | 3 | Southern Europe | 5 |
| :--- | :--- | :--- | :--- |
| Egypt | 3 |  | Northern Africa |
| 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 metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE 668.9 | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | HK 17.7 | KR 2.5 | 610.7 |
|  | (283691) Lithium carbonates, \$11-27 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | US 57.9 | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | DE 74.9 | $\begin{aligned} & \text { FR } \\ & 74.2 \end{aligned}$ | 271.8 |


| Organic chemicals | (293390) Heterocyclic <br> compounds with $\quad$ N-hetero-  | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, $\$ 354-848$ | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
|  | (293359) Hetercyclic compounds with pyrimidine ring nes, \$34-398 | DE 88.9 | BR 51.9 | $\begin{aligned} & \text { IT } \\ & 43.3 \end{aligned}$ | 450.0 |
|  | (293500) Sulphonamides in bulk, \$31-392 | NL 53.2 | BE 37.1 | $\begin{aligned} & \text { SI } \\ & 36.1 \end{aligned}$ | 385.4 |
|  | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
| Pharmaceutical products | (300220) Vaccines, human use, \$2379-9410 | $\begin{aligned} & \text { US } \\ & 3300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1484.6 \end{aligned}$ | $\begin{aligned} & C N \\ & 890 \end{aligned}$ | 6344.2 |
|  | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | BE 70.7 | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599 | US 93.2 | SE 36.9 | $\begin{aligned} & \mathrm{CN} \\ & 32.2 \end{aligned}$ | 260.5 |
|  | (300390) Medicaments nes, formulated, in bulk, \$136-318 | ES 44.7 | AT 38.9 | $\begin{aligned} & \mathrm{NL} \\ & 33.2 \end{aligned}$ | 214.8 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$51108 | FR 98.7 | $\begin{aligned} & \mathrm{CN} \\ & 23.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 16.7 \end{aligned}$ | 212.5 |
| Plastics and articles thereof | (390930) Amino-resins nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 104.2 \end{aligned}$ | VN 92.2 | $\begin{aligned} & \text { TR } \\ & 65.1 \end{aligned}$ | 495.5 |
|  | (390311) Polystyrene, expansible in primary forms, \$01 | IT 50.9 | $\begin{aligned} & \mathrm{RO} \\ & 50.2 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 21.5 \end{aligned}$ | 228.9 |
|  | (390910) Urea resins, thiourea resins, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 122.6 \end{aligned}$ | RO 8.9 | BY 7.7 | 160.2 |


|  | (390511) Polyvinyl acetate, in aqueous dispersion, primary for, \$0-1 | FR 29.9 | DE 24.3 | $\begin{aligned} & \mathrm{CN} \\ & 22.1 \end{aligned}$ | 141.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (391400) Ion exchangers based on polymers in primary forms, \$03 | $\begin{aligned} & \text { MY } \\ & 15.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
|  | (481021) Paper, fine, light weight coated, \$0-2 | $\begin{aligned} & \text { JP } \\ & 195.7 \end{aligned}$ | PL 64.6 | $\begin{aligned} & \mathrm{NL} \\ & 26.4 \end{aligned}$ | 327.1 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-0 | FR 98.3 | CZ 32.1 | $\begin{aligned} & \text { MY } \\ & 22.8 \end{aligned}$ | 290.9 |
|  | (481039) Paper, kraft, clay coated, nes, \$0-4 | $\begin{aligned} & \text { US } \\ & 123.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 91.7 \end{aligned}$ | IE 7.4 | 257.1 |
|  | (480510) Paper, fluting, in rolls, semi-chemical, uncoated, \$0-0 | ES 28.5 | $\begin{aligned} & \mathrm{CN} \\ & 21.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 20.1 \end{aligned}$ | 122.5 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (732591) Balls, iron or steel, cast, for grinding mills, \$1-4 | ZA 26.9 | US 15.2 | $\begin{aligned} & \text { CA } \\ & 9.6 \end{aligned}$ | 102.9 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$9-21 | EG 57.3 | SA 19.7 | $\begin{aligned} & \text { GB } \\ & 6.9 \end{aligned}$ | 92.5 |
|  | (732010) Leaf springs/leaves thereof, iron or steel, \$18-41 | $\begin{aligned} & \mathrm{CN} \\ & 30.9 \end{aligned}$ | CZ 2.3 | SA 2.2 | 41.7 |
|  | (730620) Casings,circular, iron/steel, $<406 \mathrm{~mm}$, $\$ 1-23$ | NO 5.1 | BN 3.3 | $\begin{aligned} & \mathrm{CO} \\ & 2.9 \end{aligned}$ | 34.9 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |



|  | (870790) Bodies for tractors, buses, trucks etc, \$8466-20689 | GB 74 | NL 37.3 | $\begin{aligned} & \mathrm{CO} \\ & 31.8 \end{aligned}$ | 208.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (901811) Electro-cardiographs, \$1100-2726 | US 467.6 | HK 12.7 | $\begin{aligned} & \mathrm{NO} \\ & 1.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 61.4 \end{aligned}$ | 309.7 |
|  | (901849) Instruments and appliances, used in dentistry, \$280 | US $176.3$ | $\begin{aligned} & \mathrm{CN} \\ & 15.4 \end{aligned}$ | 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 purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 74 \end{aligned}$ | 656.5 |
| Meat and edible meat offal | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020900) Pig and poultry fat, unrendered, \$0-0 | CZ 4.9 | $\begin{aligned} & \text { SK } \\ & 4.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 4.2 \end{aligned}$ | 30.4 |
|  | (020722) Turkeys, domestic, whole, frozen, \$2-4 | GB 8.1 | $\begin{aligned} & \text { GR } \\ & 1.4 \end{aligned}$ | $\begin{gathered} \text { AE } \\ 1.3 \end{gathered}$ | 14.1 |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030614) Crabs, frozen, \$24-51 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.9 \end{aligned}$ | 167.8 |


|  | (030262) Haddock, fresh or chilled, whole, \$2-9 | GB 9 | $\begin{aligned} & \text { FR } \\ & 3.6 \end{aligned}$ | IE . 3 | 13.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030250) Cod, fresh or chilled, whole, \$0-5 | FR 3.5 | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | $\begin{gathered} \text { LV } \\ 1.5 \end{gathered}$ | 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 product nes | (040891) Eggs, bird, not in shell, dried, \$4-6 | DK 4.4 | $\begin{gathered} \text { AU } \\ 3.7 \end{gathered}$ | $\begin{aligned} & \text { ID } \\ & 2.3 \end{aligned}$ | 22.2 |
|  | (040811) Egg yolks dried, \$4-6 | KR 2 | $\begin{aligned} & \text { DE } \\ & 1.4 \end{aligned}$ | SA . 5 | 9.2 |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | $\begin{aligned} & V N \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 47.7 \end{aligned}$ | $\begin{aligned} & C N \\ & 23 \end{aligned}$ | 219.5 |
| Milling products, malt, starches, inulin, wheat gluten | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110811) Wheat, starch, \$0-1 | Fl 13.5 | $\begin{aligned} & \text { GB } \\ & 3.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.7 \end{aligned}$ | 24.7 |
|  | (120500) Rape or colza seeds, \$821 | FR 8.8 | $\begin{aligned} & \mathrm{EE} \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 2.1 \end{aligned}$ | 23.1 |
|  | (120911) Seed, sugar beet, for sowing, \$12-60 | IT 8.8 | $\begin{aligned} & \mathrm{PL} \\ & 5.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$0-12 | $\begin{aligned} & \text { DO } \\ & 22.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 3.7 \end{aligned}$ | 75.5 |
|  | (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, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-0 | $\begin{aligned} & \text { JP } \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 10.1 \end{aligned}$ | 90.8 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$15-56 | $\begin{aligned} & \text { KR } \\ & 28.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 3.4 \end{aligned}$ | 45.9 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$10-15 | PE 7.2 | $\begin{aligned} & \text { US } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 28.1 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-0 | LT 3.4 | $\begin{aligned} & \text { ES } \\ & 3.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 2.4 \end{aligned}$ | 13.8 |
| Meat, fish and seafood food preparations nes | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | $\begin{aligned} & \text { SK } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
|  | (160412) Herrings, prepared or preserved, not minced, \$0-3 | RU 8.1 | $\begin{aligned} & \mathrm{RO} \\ & 7.4 \end{aligned}$ | $\begin{aligned} & \mathrm{EE} \\ & 5.4 \end{aligned}$ | 31.3 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$10-24 | $\begin{aligned} & \mathrm{CN} \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 21.3 \end{aligned}$ | LK 9 | 67.9 |
|  | (190510) Crispbread, \$6-11 | FR 3.6 | Fl . 8 | US .7 | 8.4 |
| Vegetable, fruit, nut, etc food preparations | (200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16 | US 8.7 | $\begin{aligned} & \text { DE } \\ & 7.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 3.2 \end{aligned}$ | 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, \$1631 | 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 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \text { (230110) Flour or meal, pellet of } & \text { MY } \\ \text { meat or offal for animal fee, \$0-0 }\end{array}\right)$

## Madagascar

## Basic statistics

| Current diversification (number of products) | 3,234 | Potential new products more complex <br> (percentage) | 71 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,813 | Export opportunity in more complex products <br> (percentage) | 38 |
| Potential new products more complex than <br> the country's average | 2,690 | Import replacement opportunity in more <br> 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 | 38 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 34 |
| China | 7 | Western Europe | 21 |
| France | 6 | Northern America | 16 |
| Germany | 6 | Eastern Europe | 8 |
| Italy | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | South America | 4 |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| 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 others with smaller share | 7 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 33 |
| Germany | 9 | Western Europe | 18 |
| United Kingdom | 8 | Northern America | 17 |
| China | 7 | Northern Europe | 14 |


| 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 <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | US <br> 1677.7 | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |


|  | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \text { CN } \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL $88.1$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) $\quad$ Sheet/film not  <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & C N \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390740) Polycarbonates, in primary forms, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 579.4 \end{aligned}$ | ES 67.8 | $\begin{aligned} & \text { RU } \\ & 38.9 \end{aligned}$ | 868.3 |


| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | FR 263 | IT 60.8 | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
|  | (720822) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t 4.75-10mm, nes, \$0-0 | IT 188.6 | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & R U \\ & 40.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 27.2 \end{aligned}$ | 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, \$5822464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and <br> mechanical appliances nes, <br> $\$ 2729-6609$   | $\begin{aligned} & \mathrm{JP} \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |



| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (902111) Artificial joints, \$3461061 | US $311.2$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (020321) Swine carcasses and half carcasses, frozen, \$2-5 | HK 16.6 | $\begin{aligned} & \mathrm{DO} \\ & 2.7 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 2.4 \end{aligned}$ | 27.6 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | HK 9.6 | TH 2.5 | AT 2.3 | 20.6 |
| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes aquatic | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |


|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \text { AU } \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 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 product nes | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \text { HK } \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |


|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110812) Maize (corn) starch, \$01 | DE 9.7 | BE 6.1 | NL 5.3 | 56.1 |
|  | (110429) Cereals, hulled, pearled, sliced or kibbled nes, \$02 | $\begin{aligned} & \mathrm{CN} \\ & 23.4 \end{aligned}$ | PL 5.5 | FR 4.5 | 44.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120600) Sunflower seeds, \$0-0 | $\begin{aligned} & \text { TR } \\ & 184.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.2 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 102.2 \end{aligned}$ | 651.4 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | US 41.7 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120400) Linseed, \$0-3 | FR 6.7 | DE 3.8 | $\begin{gathered} \mathrm{AU} \\ 1.2 \end{gathered}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |



|  | (190540) Rusks, toasted bread and similar toasted products, \$24 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190230) Pasta except uncooked or stuffed, \$3-7 | US 37.5 | $\begin{aligned} & \text { FR } \\ & 14.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, <br> whole/pieces,  <br> prepared/preserved,  <br> $\$ 0-2$ no vinega, | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \mathrm{AU} \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | $\begin{aligned} & \text { US } \\ & 1071.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Malawi

## Basic statistics

| Current diversification (number of products) | 1,311 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,956 | Export opportunity in more complex products <br> (percentage) | 35 |
| Potential new products more complex than <br> the country's average | 2,839 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Organic chemicals | 5 |
| Iron and steel | 4 |
| 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 | 41 |
| Sum of others with smaller share | 3 |
|  | 4 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 17 |
| Germany | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| India | 3 | South America | 3 |
| Netherlands | 3 |  |  |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 | 17 |
| Edible fruit, nuts, peel of citrus fruit, melons | 14 |


| 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 others with smaller share | 5 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 10 | Asia | 36 |
| USA | 10 | Western Europe | 22 |
| United Kingdom | 8 | Northern Europe | 13 |
| Germany | 8 | Northern America | 12 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |



|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |


|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (840820) Engines, diesel, for motor vehicles, \$0-771 | US 242 | $\begin{aligned} & \text { GB } \\ & 208.1 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 149.8 \end{aligned}$ | 776.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 116.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |


| (901819) Electro-diagnostic apparatus, <br> nes, $\$ 0-65$ | CN | BR | EG | 1051.3 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | 803.6 | 131.9 | 64.2 |  |

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 | $\begin{aligned} & \text { CN } \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, $\$ 4-12$  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10 | $\begin{aligned} & \text { HK } \\ & 9.6 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 2.3 \end{aligned}$ | 20.6 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | ID $143.6$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Edible vegetables and certain roots and tubers | (070700) Cucumbers and gherkins, fresh or chilled, \$0-2 | US 31 | SK 7.5 | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | 75.5 |


|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (071220) Onions, dried, not further prepared, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | DE 7 | $\begin{aligned} & \mathrm{BE} \\ & 3.8 \end{aligned}$ | 42.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | 25.6 |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |


|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$3-14 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (130231) Agar-agar, \$16-57 | TH 8.9 | IN 2.1 | $\begin{aligned} & V N \\ & 1.6 \end{aligned}$ | 21.1 |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \mathrm{GB} \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160419) Fish nes, prepared or preserved, not minced, \$0-3 | FR 61 | IT 23 | $\begin{aligned} & \mathrm{CO} \\ & 10 \end{aligned}$ | 145.4 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | $\begin{aligned} & \text { IE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |


|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170410) Chewing gum containing sugar, except medicinal, \$10-23 | PL 2 | $\begin{aligned} & \text { DE } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 1.5 \end{aligned}$ | 13.8 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180400) Cocoa butter, fat, oil, \$0-5 | $\begin{aligned} & \text { FR } \\ & 214.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 65.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 28.3 \end{aligned}$ | 423.2 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$2-8 | NL 5.8 | AT 5 | $\begin{aligned} & \mathrm{TH} \\ & 3.5 \end{aligned}$ | 36.2 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |


|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \mathrm{AU} \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 3.3 \end{aligned}$ | 72.2 |
| Beverages, spirits and vinegar | (220710) Undenatured ethyl alcohol > $80 \%$ by volume, $\$ 0-1$ | $\begin{aligned} & \text { DE } \\ & 407.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 375 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 336.6 \end{aligned}$ | 1714.8 |
|  | (220820) Spirits obtained by distilling grape wine, grape marc, \$0-7 | $\begin{aligned} & \text { RU } \\ & 284.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 23.9 \end{aligned}$ | 432.9 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 925 | Export opportunity in more complex products <br> (percentage) | 70 |
| Potential new products more complex than <br> the country's average | 761 | Import replacement opportunity in more <br> 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 | 7 |
| Machinery \& mech appliance etc | 5 |
| Meat and edible meat offal | 5 |
| Pulp of wood, fibrous cellulosic material, waste etc | 4 |
| 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
By regions

| Country | Percent |
| :--- | :--- |
| USA | 19 |
| China | 10 |
| Germany | 8 |
| United Kingdom | 7 |
| France | 5 |
| Italy | 4 |
| Switzerland | 3 |
| Singapore | 3 |
| Japan | 3 |
| Others | 22 |


| 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 |


| 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 | 6 |
| Italy | 6 |
| Japan | 5 |
| 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, \$01 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | RU 88.4 | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | VN 39.3 | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | AT 64.3 | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | BE 14.1 | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Fish, $\quad$ crustaceans,molluscs, $\quad$ aquaticinvertebrates nes | (030212) Salmon fresh or chilled, whole, \$0-7 | $\begin{aligned} & \text { FR } \\ & 590.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 288.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 258.9 \end{aligned}$ | 1625.0 |
|  | (030614) Crabs, frozen, \$24-51 | US <br> 142.9 | FR 10.1 | DE 2.9 | 167.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | DE 21.2 | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | US 227 | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | KR 11.5 | GB | 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 metalcompound, isotopes | (283691) Lithium carbonates, \$11-27 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | US 57.9 | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (281830) Aluminium hydroxide, \$0-0 | $\begin{aligned} & \text { GB } \\ & 32.8 \end{aligned}$ | 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, \$336776 | BE 32.5 | CZ 19.5 | $\begin{aligned} & \text { SG } \\ & 4.1 \end{aligned}$ | 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 $\quad$ with $\quad$ N-hetero- atom(s) only, ne, $\$ 1018-6469$ | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293390) Heterocyclic compounds with $\quad$ N-hetero- atom(s) only, ne, $\$ 278-660$ | IE $383.8$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |
|  | (293490) Heterocyclic compounds, nes, $\$ 1397-5698$ | $\begin{aligned} & \text { US } \\ & 300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 135.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.6 \end{aligned}$ | 509.6 |



|  |  | (720822) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $4.75-10 \mathrm{~mm}$, nes, $\$ 0-0$ | JP 95.9 | IN 64.1 | $\begin{aligned} & \text { EG } \\ & 32.6 \end{aligned}$ | 312.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& appliance etc | mech | (847710) Injection-moulding machines for rubber or plastic, \$90066-209262 | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | HK 60.2 | $\begin{aligned} & \text { IT } \\ & 34.5 \end{aligned}$ | 391.9 |
|  |  | (843351) Combine harvesterthreshers, \$11623-130888 | RU 57.9 | PH 51.5 | $\begin{aligned} & \text { US } \\ & 36.5 \end{aligned}$ | 306.6 |
|  |  | (845121) Drying machines, capacity $<10 \mathrm{~kg}$, except washerdrier, \$0-338 | IT 47 | US 42.3 | $\begin{aligned} & \text { FR } \\ & 28.5 \end{aligned}$ | 243.5 |
|  |  | (841989)Machinery for <br> treatment <br> by temperature <br> change nes, $\$ 28821-105099$ | $\begin{aligned} & \text { PK } \\ & 149.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 56.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 24.3 \end{aligned}$ | 241.7 |
|  |  | (843230) Seeders, planters and transplanters, \$25671-62524 | RU 56.5 | $\begin{aligned} & \text { NG } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 35.8 \end{aligned}$ | 225.3 |
| Vehicles other railway, tramway | than | (870423) Diesel powered trucks weighing > 20 tonnes, \$86409165647 | $\begin{aligned} & \text { US } \\ & 1631.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 373.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 296.1 \end{aligned}$ | 3157.7 |
|  |  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
|  |  | (871150) Motorcycles, spark ignition engine of $>800 \mathrm{cc}$, \$11548-21728 | $\begin{aligned} & \text { GB } \\ & 47.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 45.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.1 \end{aligned}$ | 240.2 |
|  |  | (870540) Mobile concrete mixers, \$26877-75384 | VN 52.2 | KH 27.7 | $\begin{aligned} & \text { MA } \\ & 14.9 \end{aligned}$ | 219.5 |
|  |  | (870310) Snowmobiles, golf cars, similar vehicles, \$26507723 | RU 57.7 | $\begin{aligned} & \text { NG } \\ & 15.2 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except pure-bred breeding $<50 \mathrm{~kg}$, \$0-62 | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$0-7 | $\begin{aligned} & \text { FR } \\ & 590.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 288.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 258.9 \end{aligned}$ | 1625.0 |
|  | (030614) Crabs, frozen, \$2451 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | DE 2.9 | 167.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030710) Oysters, \$6-13 | US 5.8 | $\begin{aligned} & \text { CN } \\ & 3.8 \end{aligned}$ | DE 3.1 | 28.2 |
|  | (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 | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$6-10 | $\begin{aligned} & \text { AE } \\ & 11.5 \end{aligned}$ | NZ 7.3 | US 6.4 | 51.0 |
|  | (041000) Edible products of animal origin nes, \$0-5 | NL 9.7 | $\begin{aligned} & \text { GB } \\ & 5.7 \end{aligned}$ | TH 5.2 | 25.5 |
|  | (040640) Cheese, blue-veined, \$6-11 | AT 4.4 | $\begin{aligned} & \text { UA } \\ & 2.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | ES 7.8 | HU 4.6 | 57.0 |
|  | (050690) Bones and horncores unworked or simply worked nes, \$0-5 | $\begin{aligned} & \mathrm{BE} \\ & 12.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 62.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 17.7 \end{aligned}$ | ES 7.2 | AT 2.2 | 35.7 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |


|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{KR} \\ & 28.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | FR 3.4 | 45.9 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-3 | CZ 3.3 | $\begin{aligned} & \text { GB } \\ & 2.2 \end{aligned}$ | JP 1.3 | 15.5 |
|  | (150590) Derivatives of wool grease (including lanolin), \$616 | 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 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160412) Herrings, prepared or preserved, not minced, \$0-3 | RU 8.1 | $\begin{aligned} & \mathrm{RO} \\ & 7.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { UA } \\ & 3.4 \end{aligned}$ | FI 2.8 | 18.6 |
|  | (160220) Livers of any animal prepared or preserved, \$3-12 | GB 6.7 | $\begin{aligned} & \mathrm{RO} \\ & 1.7 \end{aligned}$ | DK . 5 | 12.4 |


| Vegetable, fruit, nut, etc food <br> preparations | (200840) Pears, otherwise <br> prepared or preserved, \$1-2 | US 6.2 | CA | BE 1.7 | 17.4 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Residues, wastes of food <br> industry, animal fodder |  <br> other waste of sugar <br> manufacture, $\$ 0-0$ | MA | 31.8 | DK | SA |

## Maldives

## Basic statistics

| Current diversification (number of products) | 1,048 | Potential new products more complex <br> (percentage) | 73 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,374 | Export opportunity in more complex products <br> (percentage) | 44 |
| Potential new products more complex than <br> the country's average | 2,468 | Import replacement opportunity in more <br> 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 | 8 |
| Electrical, electronic equipment | 7 |
| Pharmaceutical products | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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
By regions

| 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 |
|  |  |


| 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 product nes | 17 |
| Edible fruit, nuts, peel of citrus fruit, melons | 12 |
| Cereals | 10 |


| 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 |


| China | 5 |
| :--- | :--- |
| Netherlands | 5 |
| Japan | 4 |
| United Arab Emirates | 3 |
| Viet Nam | 3 |
| Philippines | 3 |
| Others | 29 |

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, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |


|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | PS 87.2 | $\begin{aligned} & \text { IE } \\ & 59.8 \end{aligned}$ | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$14-51 | $\begin{aligned} & \text { DE } \\ & 104.9 \end{aligned}$ | US 93 | ES 46.2 | 462.3 |
| Miscellaneous chemical products | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \text { CN } \\ & 83.2 \end{aligned}$ | ID 54.3 | 483.6 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & \text { CL } \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |


| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | $\begin{aligned} & \text { IL } \\ & 46.7 \end{aligned}$ | VN 20 | 397.6 |
|  | (721012) Flat rolled iron or non-alloy steel, coated with tin, w >600mm, t <0.5m, \$0-1 | $\begin{aligned} & \mathrm{PH} \\ & 43.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 26.4 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 19.6 \end{aligned}$ | 268.6 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |


|  | (730660) Hollow profiles/tubes,iron/steel, non-circular, welded, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
|  | (841360) Rotary positive displacement pumps nes, \$0-112 | $\begin{aligned} & \text { CN } \\ & 190.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 153.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 92.2 \end{aligned}$ | 608.7 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 116.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
| Optical, photo, technical, medical, etc apparatus | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | ES 106 | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |

$\left.\begin{array}{|l|l|l|l|l|l|}\hline & \text { (902130) Artificial body parts, aids and } \\ \text { appliances, etc, \$1093-2367 }\end{array} \quad \begin{array}{ll}\text { DE } \\ 668.3\end{array}\right)$

## 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10 | $\begin{aligned} & \text { HK } \\ & 9.6 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 2.5 \end{aligned}$ | AT 2.3 | 20.6 |
|  | (020710) Poultry, domestic, whole, fresh or chilled, \$5-10 | $\begin{aligned} & \text { KW } \\ & 7.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 6.1 \end{aligned}$ | HK . 7 | 16.6 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |



|  | (100630) Rice, semi-milled or wholly <br> milled, \$1-3 | SE 3.7 | CN | US | 25.6 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Oil seed, oleagic fruits, <br> grain, seed, fruit, etc, <br> nes | (120100) Soya beans, \$0-2 <br> 2 | IN 96 | NP |  |  |


|  | (160413) Sardine, brisling, sprat prepared/preserved, not mince, \$2-6 | $\begin{aligned} & \text { JP } \\ & 23.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 8.5 \end{aligned}$ | $\begin{gathered} \mathrm{NL} \\ 5.6 \end{gathered}$ | 99.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180500) Cocoa powder, unsweetened, \$2-6 | $\begin{aligned} & \text { US } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 31.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 16.6 \end{aligned}$ | 223.3 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | BE 5.1 | 282.1 |



## Mali

## Basic statistics

| Current diversification (number of products) | 1,724 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,972 | Export opportunity in more complex products <br> (percentage) | 43 |
| Potential new products more complex than <br> the country's average | 2,944 | Import replacement opportunity in more <br> 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 | 6 |
| Organic chemicals | 6 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Articles of iron or steel | 3 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 36 |
| China | 6 | Western Europe | 20 |
| France | 6 | Northern America | 16 |
| Germany | 5 | Eastern Europe | 8 |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Netherlands | 4 | South America | 3 |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 37 |
| United Kingdom | 7 | Western Europe | 18 |
| China | 6 | Northern America | 12 |
| Germany | 6 | Northern Europe | 12 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |


|  | (285100) <br> Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | US $416.3$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | JP $14.9$ | 491.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | BE <br> 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | BE $207.5$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |


|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \mathrm{TH} \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |



| (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
| :---: | :---: | :---: | :---: | :---: |
| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP $124.8$ | $\begin{aligned} & \text { BE } \\ & 79.7 \end{aligned}$ | 886.2 |

Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, unit <br> price range | Top <br> (USD million) | markets | Export <br> opportunity <br> (USD million) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Meat and edible meat |  |  |  |  |
| offal |  |  |  |  |


|  | (070700) Cucumbers and gherkins, fresh or chilled, \$0-2 | US 31 | $\begin{aligned} & \text { SK } \\ & 7.5 \end{aligned}$ | KZ 5.6 | 75.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-0 | $\begin{aligned} & \text { FR } \\ & 28.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 4.7 \end{aligned}$ | 61.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \mathrm{AE} \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
|  | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BY} \\ & 2.8 \end{aligned}$ | ES 2.7 | 88.4 |
|  | (100890) Cereals unmilled nes, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 5.8 \end{aligned}$ | 66.7 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | 25.6 |



| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$35 | $\begin{aligned} & \mathrm{RU} \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | JP $120.9$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180400) Cocoa butter, fat, oil, \$0-5 | $\begin{aligned} & \text { FR } \\ & 214.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 65.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 28.3 \end{aligned}$ | 423.2 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & M Y \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 7.2 \end{aligned}$ | 75.4 |


| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | AT 3.3 | 72.2 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220850) Gin and Geneva, \$0-7 | $\begin{aligned} & \text { FR } \\ & 37.1 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 12.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.9 \end{aligned}$ | 82.2 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 337.5 \end{aligned}$ | 2222.2 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | $\begin{aligned} & Y E \\ & 25.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & M Y \\ & 13.8 \end{aligned}$ | 70.6 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 6.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Malta

## Basic statistics

| Current diversification (number of products) | 5,991 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,516 | Export opportunity in more complex products <br> (percentage) | 52 |
| Potential new products more complex than <br> the country's average | 2,643 | Import replacement opportunity in more <br> 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 | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 38 |
| China | 10 | Western Europe | 20 |
| France | 6 | Northern America | 13 |
| Germany | 6 | Northern Europe | 8 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Rep. of Korea | 3 | Southern Europe | 6 |
| Thailand | 3 | South America | 3 |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 30 |  |  |

## 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 |


| 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 |


| Germany | 5 | Eastern Europe | 8 |
| :--- | :--- | :--- | :--- |
| Netherlands | 4 |  | Southern Europe |
| United Kingdom | 4 | 6 |  |
| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |


|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$01 | PL 58.4 | $\begin{aligned} & \text { LK } \\ & 53.4 \end{aligned}$ | IT 43.5 | 367.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28167 | $\begin{aligned} & \text { BR } \\ & 173.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 51.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 48.1 \end{aligned}$ | 395.0 |
|  | (290110) Saturated acyclic hydrocarbons, \$1-17 | $\begin{aligned} & \text { FI } \\ & 267.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 26.2 \end{aligned}$ | ID 15 | 327.6 |
|  | (293090) Organo-sulphur compounds, nes, \$0-4 | IN 93.2 | FR 57 | $\begin{aligned} & \text { US } \\ & 56.7 \end{aligned}$ | 308.3 |
|  | (292690) Nitrile-function compounds, nes, $\$ 7-32$ | BR 82.3 | $\begin{aligned} & \text { JP } \\ & 50.4 \end{aligned}$ | US 37 | 307.4 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | ID 54.3 | 483.6 |
|  | (380830) Herbicides, sprouting and growth regulators, \$18-39 | IN 75.5 | $\begin{aligned} & \text { US } \\ & 75.4 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 58.1 \end{aligned}$ | 461.8 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | FR 37.3 | 497.8 |


|  | (390930) Amino-resins nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 104.2 \end{aligned}$ | VN 92.2 | TR 65.1 | 495.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (392119) Sheet etc, cellular of plastics nes, \$52-171 | US 262 | $\begin{aligned} & \text { KR } \\ & 63.9 \end{aligned}$ | FR 28.4 | 404.0 |
| Iron and steel | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & V N \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720922) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 1 3 mm , nes, \$0-0 | JP 154.1 | $\begin{aligned} & \mathrm{TH} \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
|  | (720821) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, 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 | $\begin{aligned} & \text { KH } \\ & 65.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 43.2 \end{aligned}$ | 403.8 |
| Copper and articles thereof | (740311) Copper cathodes and sections of cathodes unwrought, \$6-6 | AE $1449.3$ | IN 336 | $\begin{aligned} & \text { EG } \\ & 237.1 \end{aligned}$ | 2902.6 |
|  | (740811) Wire of refined copper > 6 mm wide, $\$ 6$-10 | IT 307 | $\begin{aligned} & \text { GB } \\ & 268.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 104.6 \end{aligned}$ | 1004.5 |
|  | (741110) Pipes or tubes, refined copper, \$0-7 | $\begin{aligned} & \text { IN } \\ & 151.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 102.2 \end{aligned}$ | 945.8 |
|  | (740710) Bars, rods \& profiles of refined copper, \$0-7 | $\begin{aligned} & \text { SA } \\ & 135.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 19.1 \end{aligned}$ | 337.5 |
|  | (741011) Foil of refined copper, not backed, t < $0.15 \mathrm{~mm}, \$ 7-32$ | $\begin{aligned} & \text { US } \\ & 51.8 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 46.8 \end{aligned}$ | KR 29.2 | 184.9 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |




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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010392) Swine, live except purebred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | HU 48 | 300.7 |
|  | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 0-62$ | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | PT 6.5 | NL 5.1 | 35.8 |
| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$3-6 | JP $323.1$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-0 | SE 27 | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | GH . 1 | 43.6 |


|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020649) Swine edible offal, frozen except livers, \$0-0 | NL 6.1 | FR 2.9 | $\begin{aligned} & C D \\ & 2.4 \end{aligned}$ | 17.7 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030371) Sardines,brisling,sprats, frozen, whole, \$0-2 | $\begin{aligned} & \text { TH } \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CI} \\ & 10.2 \end{aligned}$ | PH 9.4 | 120.4 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$6-10 | $\begin{aligned} & \text { AE } \\ & 11.5 \end{aligned}$ | NZ 7.3 | US 6.4 | 51.0 |
| Edible vegetables and certain roots and tubers | (070420) Brussels sprouts, fresh or chilled, \$1-3 | $\begin{aligned} & \text { US } \\ & 62.5 \end{aligned}$ | CA 5 | DE 1.5 | 74.4 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
|  | (071220) Onions, dried, not further prepared, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |



|  | (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 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, $\$ 8$ - 15 | $\begin{aligned} & \text { US } \\ & 111.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 16.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180610) Cocoa powder, sweetened, \$8-17 | $\begin{aligned} & \text { GB } \\ & 14.5 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 6.2 \end{aligned}$ | $\begin{gathered} \mathrm{AU} \\ 1.8 \end{gathered}$ | 26.7 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 7-14$ | HK 5.9 | AE 4.2 | SG 3 | 24.1 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190490) Cereals, except maize grain, prepared nes, \$5-10 | $\begin{aligned} & \text { JM } \\ & 14.2 \end{aligned}$ | DE 5.6 | $\begin{aligned} & \text { MM } \\ & 5.3 \end{aligned}$ | 32.2 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6 | $\begin{aligned} & \text { US } \\ & 10.7 \end{aligned}$ | JP 3.8 | DE 1.9 | 29.8 |
|  | (190510) Crispbread, \$6-11 | FR 3.6 | Fl . 8 | US . 7 | 8.4 |


| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200551) Beans, shelled, <br> prepared/preserved, not <br> frozen/vinega, $\$ 0-1$  | DE 8.9 | YE 5.1 | FR 3.6 | 40.1 |
|  | (200870) Peaches, otherwise prepared or preserved, \$0-1 | $\begin{aligned} & \text { FR } \\ & 13.7 \end{aligned}$ | UY 4.9 | $\begin{aligned} & \mathrm{AU} \\ & 2.9 \end{aligned}$ | 33.1 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-0 | DK 5.6 | $\begin{aligned} & \mathrm{RO} \\ & 3.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 3.4 \end{aligned}$ | 30.1 |
|  | (200990) Mixtures of juices not fermented or spirited, \$8-24 | $\begin{aligned} & D E \\ & 14.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-0 | $\begin{aligned} & \text { MY } \\ & 19.3 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.4 \end{aligned}$ | 108.5 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { TR } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 5.1 \end{aligned}$ | 46.8 |

## Marshall Isds

## Basic statistics

| Current diversification (number of products) | 444 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,380 | Export opportunity in more complex products <br> (percentage) | 32 |
| Potential new products more complex than <br> the country's average | 2,313 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 16 | Asia | 33 |
| France | 8 | Western Europe | 22 |
| Germany | 6 | Northern America | 17 |
| China | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Russian Federation | 3 | South America | 3 |
| Netherlands | 3 |  |  |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 | 2 |
| Beverages, spirits and vinegar | 3 |
| Sum of others with smaller share | 2 |
| Milling products, malt, starches, inulin, wheat gluten | 2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 2 |
|  | 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 |


| 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 <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
|  | (293490) Heterocyclic compounds, nes, \$1397-5698 | $\begin{aligned} & \text { US } \\ & 300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 135.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.6 \end{aligned}$ | 509.6 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |


|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | TR 64.5 | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | TH 19.5 | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Articles of apparel, accessories, knit or crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | FR 44.1 | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | US $260.1$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | KR 81.7 | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | AE 40.4 | 244.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |



|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | DE $2123$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514 | $\begin{aligned} & \text { IT } \\ & 273.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 175.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 73.3 \end{aligned}$ | 1238.7 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (871200) Bicycles, other cycles, not motorized, \$495-1162 | $\begin{aligned} & \text { GB } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 29.2 \end{aligned}$ | BE 18.7 | 218.8 |
|  | (870821) Safety seat belts for motor vehicles, \$13-56 | ES 56.8 | $\begin{aligned} & \text { GB } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 28.6 \end{aligned}$ | 216.3 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | ES 106 | 1487.5 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\mathrm{JP}$ $115.7$ | KR 88.2 | 1011.2 |


| (902211) Medical <br> $\$ 4661-51451$ | X-ray apparatus, | US <br> 233.5 | FR <br> 123.5 | DE <br> 101.9 | 996.0 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902140) Hearing aids, except parts <br> and accessories, $\$ 85-242$ | FR | NL | GB <br> 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 | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, $\$ 3-6$ | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | $\begin{aligned} & \text { IN } \\ & 8.1 \end{aligned}$ | 105.1 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$520 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | CZ 9.9 | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |


$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \text { (110812) Maize (corn) starch, \$0-1 } & \text { DE 9.7 } & \text { BE 6.1 } & \text { NL } \\ 5.3\end{array}\right)$

|  | (160413) Sardine, brisling, sprat prepared/preserved,not mince, \$26 | $\begin{aligned} & \text { JP } \\ & 23.1 \end{aligned}$ | $\begin{aligned} & \text { AO } \\ & 8.5 \end{aligned}$ | $\begin{gathered} \mathrm{NL} \\ 5.6 \end{gathered}$ | 99.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | JP $120.9$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE <br> 137.6 | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO $181.1$ | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & M Y \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-0 | $\begin{aligned} & \text { GB } \\ & 34.8 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 27.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 25.4 \end{aligned}$ | 291.5 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$02 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |


|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$612 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | $\begin{aligned} & \text { PL } \\ & 5.6 \end{aligned}$ | 145.1 |
|  | (210110) Coffeeextracts, <br> essences, <br> preparations, $\$ 14-28$ concentrates, | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & C L \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & R U \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1 | PT 2.5 | NL 1 | $\begin{aligned} & \mathrm{HU} \\ & .8 \end{aligned}$ | 9.8 |

## Mauritania

## Basic statistics

| Current diversification (number of products) | 1,174 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,548 | Export opportunity in more complex products <br> (percentage) | 45 |
| Potential new products more complex than <br> the country's average | 2,631 | Import replacement opportunity in more <br> 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 | 8 |
| Electrical, electronic equipment | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Organic chemicals | 3 |
| 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 By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 14 | Asia | 34 |
| France | 7 | Western Europe | 20 |
| China | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Canada | 3 |  |  |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

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 | 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 nes | 3 |
| Edible vegetables and certain roots and tubers | 2 |
| Beverages, spirits and vinegar | 2 |
| Sum of others with smaller share |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 9 | Asia | 36 |
| Russian Federation | 8 |  | Western Europe |


| 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 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |


|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity <br> $>0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & M Y \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <br> <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |


|  | (480100) Newsprint, \$0-0 | IN 372.1 | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 4.75-10 \mathrm{~mm}$, nes, \$0-0 | JP 95.9 | IN 64.1 | $\begin{aligned} & \text { EG } \\ & 32.6 \end{aligned}$ | 312.8 |
|  | (721633) Sections, H, iron or non-alloy steel, nfw hot-roll/drawn/extruded > 80m, \$0-1 | $\begin{aligned} & \text { US } \\ & 70.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 18.1 \end{aligned}$ | 274.4 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |


|  | (842952) Shovels and excavators with revolving superstructure, \$3626986767 | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 867.9 \end{aligned}$ | $\begin{aligned} & R U \\ & 663.9 \end{aligned}$ | 3641.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | FR 98.9 | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 116.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | NL $156.5$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$18209-52514 | $\begin{aligned} & \text { IT } \\ & 273.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 175.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 73.3 \end{aligned}$ | 1238.7 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.4 \end{aligned}$ | 533.2 |


| Optical, <br> technical,photo, <br> medical, <br> etc apparatus(901839) Needles, catheters, cannulae <br> etc, (medical), \$0-28 | US <br> 1319.4 | CN <br> 444.9 | TH <br> 61.5 | 1964.2 |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902130) Artificial body parts, aids and <br> appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | ES <br> 106 | 1487.5 |
|  | (901390) Parts and accessories of <br> optical appliances nes, \$683-1534 | CN <br> 1211.5 | KR 44 | GB <br> 17.3 | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US <br> 311.2 | CH <br> 261.6 | NL <br> 213.6 | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, <br> nes, \$0-65 | CN <br> 803.6 | BR <br> 131.9 | EG | 64.2 |

## 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, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \mathrm{RU} \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |


| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \mathrm{RU} \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 15.5 \end{aligned}$ | SE 4.3 | 57.5 |
|  | (060210) Cuttings and slips, not rooted, \$0-0 | US 26 | $\begin{aligned} & \mathrm{NL} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.4 \end{aligned}$ | 50.4 |
| Edible vegetables and certain roots and tubers | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 7.4 \end{aligned}$ | IT 6.4 | 99.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \mathrm{DE} \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |




|  | (210120) Tea and mate extracts, essences and concentrates, \$20-46 | $\begin{aligned} & \mathrm{NL} \\ & 36.9 \end{aligned}$ | PH 3 | $\begin{aligned} & \text { EC } \\ & 2.6 \end{aligned}$ | 53.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$0-7 | $\begin{aligned} & R U \\ & 284.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 23.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
|  | (230910) Dog or cat food (retail), \$0-1 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.5 \end{aligned}$ | 480.5 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 6.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Mauritius

## Basic statistics

| Current diversification (number of products) | 6,000 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,398 | Export opportunity in more complex products <br> (percentage) | 58 |
| Potential new products more complex than <br> the country's average | 2,746 | Import replacement opportunity in more <br> 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 | 8 |
| Vehicles other than railway, tramway | 6 |
| Electrical, electronic equipment | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Plastics and articles thereof | 3 |
| 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
By regions

| 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 |


| 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 23 | Asia | 46 |
| USA | 9 | Western Europe | 17 |
| Germany | 8 | Northern America | 10 |
| China, Hong Kong SAR | 5 | Northern Europe | 7 |


| Viet Nam | 4 |
| :--- | :--- |
| France | 3 |
| United Kingdom | 3 |
| Others | 24 |


| Southern Europe | 6 |
| :--- | :--- |
| 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 |  |
| Inorganic chemicals,precious metalcompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | US 19.6 | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | NL <br> 228.1 | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | DE 19.7 | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (392062) Sheet/film not <br> cellular/reinf  <br> terephthal,  <br> \$9-21 polyethylene | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | JP <br> 122.4 | US 62 | 597.8 |


| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0 | VN 655.6 | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | PH 69.7 | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t >10mm, nes, \$0-0 | $\begin{aligned} & V N \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & \mathrm{RU} \\ & 40.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 27.2 \end{aligned}$ | 276.5 |
|  | (730531) Steel pipes nes, longitudinally welded diameter>406mm, \$1-4 | $\begin{aligned} & \text { GB } \\ & 50.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.2 \end{aligned}$ | ID 28 | 263.9 |
| Machinery \& mech appliance etc | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |


|  | (847989) Machines and mechanical appliances nes, \$27296609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (845129) Drying machines, nes, \$336-4747 | US $592.2$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | CN 2.1 | 657.5 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | NL 42.6 | 568.0 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
|  | (850910) Domestic vacuum cleaners, \$158-297 | AU 170 | $\begin{aligned} & \text { IT } \\ & 93.4 \end{aligned}$ | HK 34.9 | 486.6 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$16275-32659 | $\begin{aligned} & \text { IT } \\ & 1372.2 \end{aligned}$ | BE <br> 715.6 | $\begin{aligned} & \text { PT } \\ & 419.8 \end{aligned}$ | 3740.6 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.9 \end{aligned}$ | TH 37.5 | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | PH 68.5 | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |


| (902111) Artificial joints, \$3461061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | KR 88.2 | 1011.2 |
| (902211) Medical X-ray apparatus, \$4661-51451 | US <br> 233.5 | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & H K \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |


|  | (040291) Milk and cream unsweetened, concentrated, \$1-3 | DE 76 | $\begin{aligned} & \text { SA } \\ & 53.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 23.1 \end{aligned}$ | 186.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
|  | (040110) Milk not concentrated nor sweetened < 1\% fat, \$0-0 | IT 35.4 | $\begin{aligned} & \text { IE } \\ & 24.8 \end{aligned}$ | PH 4.7 | 79.9 |
| Edible vegetables and certain roots and tubers | (071010) Potatoes, frozen, uncooked steamed or boiled, \$01 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | US 6.3 | $\begin{aligned} & \mathrm{CN} \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081110) <br> Strawberries, <br> (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | 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 | $\begin{aligned} & V N \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |



|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \text { CN } \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & \mathrm{BG} \\ & 3.8 \end{aligned}$ | 95.3 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$814 | DE 23.9 | $\begin{aligned} & \text { CA } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.8 \end{aligned}$ | 85.8 |



|  | (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 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |

## Mexico

## Basic statistics

| Current diversification (number of products) | 17,037 | Potential new products more complex <br> (percentage) | 84 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 922 | Export opportunity in more complex products <br> (percentage) | 62 |
| Potential new products more complex than <br> the country's average | 771 | Import replacement opportunity in more <br> 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 | 8 |
| 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 | 3 |

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

| 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 |


| 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, oleagic 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 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| Germany | 23 |  | Western Europe |
| China | 35 |  |  |
| USA | Asia | 21 |  |
| United Kingdom | 5 | Northern Europe | 13 |
| Netherlands | 5 | Eastern Europe | 12 |
| Finland | 4 | Northern America | 9 |
| Poland | 4 |  | 6 |
| Belgium | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 18 |  |  |
|  |  |  |  |

## Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets


|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (282520) Lithium oxide and hydroxide, \$12-38 | $\begin{aligned} & \text { JP } \\ & 402.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 161.6 \end{aligned}$ | ES 3.5 | 581.8 |
|  | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (281830) Aluminium hydroxide, \$00 | $\begin{aligned} & \text { GB } \\ & 32.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 19.1 \end{aligned}$ | FR 8.7 | 132.4 |
| Organic chemicals | (290122) Propene (propylene), \$07 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | FR 152 | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |
|  | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
|  | (290531) Ethylene glycol (ethanediol), \$0-0 | ID 112 | GB 96 | $\begin{aligned} & \text { VN } \\ & 21.8 \end{aligned}$ | 291.0 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, $\$ 89-$ 203 | $\begin{aligned} & \text { US } \\ & 135.3 \end{aligned}$ | CH 61 | $\begin{aligned} & \mathrm{CN} \\ & 17.1 \end{aligned}$ | 267.8 |
|  | (291712) Adipic acid, its salts \& esters, \$1-4 | $\begin{aligned} & \text { CA } \\ & 121.8 \end{aligned}$ | JP 34.9 | $\begin{aligned} & \text { ES } \\ & 23.5 \end{aligned}$ | 208.7 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | US <br> 1677.7 | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 91.6 \end{aligned}$ | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$566-1947 | DE 63.1 | $\begin{aligned} & \text { SA } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 20.5 \end{aligned}$ | 200.6 |
| Pulp of wood, fibrous cellulosic material, waste etc | (470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0 | $\begin{aligned} & \text { CN } \\ & 1133.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 312.5 \end{aligned}$ | FI 190 | 2724.4 |
|  | (470500) Semi-chemical wood pulp, \$0-0 | $\begin{aligned} & \text { EG } \\ & 114.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 27.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.8 \end{aligned}$ | 178.3 |



|  | (842691) Cranes designed for mounting on road vehicles, \$35478-75354 | $\begin{aligned} & \text { GB } \\ & 129.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 45.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 33.9 \end{aligned}$ | 258.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841989) Machinery for treatment by temperature change nes, \$28821-105099 | $\begin{aligned} & \text { PK } \\ & 149.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 56.4 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 24.3 \end{aligned}$ | 241.7 |
| Optical, photo, technical, medical, etc apparatus | (900130) Contact lenses, \$0-1 | US $445.7$ | JP $124.8$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
|  | (901320) Lasers, other than laser diodes, \$5888-14524 | $\begin{aligned} & \text { US } \\ & 378.7 \end{aligned}$ | TH 10 | $\begin{aligned} & \text { MY } \\ & 8.9 \end{aligned}$ | 408.6 |
|  | (900390) Parts of frames and mountings for spectacles etc, \$298-681 | IT 87.3 | $\begin{aligned} & \text { FR } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 24.4 \end{aligned}$ | 161.4 |
|  | (900510) Binoculars, \$0-33 | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 10.6 \end{aligned}$ | 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 < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 74 \end{aligned}$ | 656.5 |
|  | (010392) Swine, live except purebred breeding > 50 kg , $\$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 48 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |


|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$23 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 4.6 \end{aligned}$ | 95.6 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$0-2 | $\begin{aligned} & \mathrm{HU} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 15.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11.1 \end{aligned}$ | 87.1 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030614) Crabs, frozen, \$24-51 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.9 \end{aligned}$ | 167.8 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \mathrm{GB} \\ & 80.1 \end{aligned}$ | AE <br> 24.7 | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$3-5 | SG 5.6 | ID 4.8 | $\begin{aligned} & N Z \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (041000) Edible products of animal origin nes, \$0-5 | NL 9.7 | GB 5.7 | $\begin{aligned} & \text { TH } \\ & 5.2 \end{aligned}$ | 25.5 |


|  | (040640) Cheese, blue-veined, \$6-11 | AT 4.4 | UA 2.9 | $\begin{aligned} & N Z \\ & 2.4 \end{aligned}$ | 24.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | $\begin{aligned} & \text { VN } \\ & 72.6 \end{aligned}$ | JP $47.7$ | $\begin{aligned} & C N \\ & 23 \end{aligned}$ | 219.5 |
|  | (050510) Feathers and down used for stuffing, \$0-5 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | ES 7.8 | $\begin{aligned} & \mathrm{HU} \\ & 4.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1.8 \end{aligned}$ | 24.7 |
| Cereals | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | BY 2.8 | $\begin{aligned} & \text { ES } \\ & 2.7 \end{aligned}$ | 88.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | ZA 4.3 | $\begin{gathered} \mathrm{NL} \\ 3.3 \end{gathered}$ | 67.7 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
|  | (110811) Wheat, starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.5 \end{aligned}$ | 58.6 |
|  | (110811) Wheat, starch, \$0-1 | Fl 13.5 | GB 3.7 | $\begin{aligned} & \text { US } \\ & 2.8 \end{aligned}$ | 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, \$08 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 3.1 \end{gathered}$ | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | DE 3.4 | IT 3.2 | 50.3 |
|  | (121120) Ginseng roots, \$13-75 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | US 9.3 | IT 1.4 | 38.7 |




## Mongolia

## Basic statistics

| Current diversification (number of products) | 1,606 | Potential new products more complex <br> (percentage) | 66 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,834 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 2,529 | Import replacement opportunity in more <br> 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 | 7 |
| Organic chemicals | 6 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Iron and steel | 4 |
| Vehicles other than railway, tramway | 3 |
| Miscellaneous chemical products | 3 |
| Articles of iron or steel | 38 |
| Paper \& paperboard, articles of pulp, paper and board | 2 |
| Sum of others with smaller share |  |
|  |  |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 13 | Asia | 34 |
| China | 7 | Western Europe | 21 |
| France | 7 | Northern America | 15 |
| Germany | 5 | Eastern Europe | 8 |
| Thailand | 4 | Southern Europe | 7 |
| Netherlands | 4 | Northern Europe | 7 |
| Japan | 3 | South America | 3 |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Italy | 3 |  |  |
| United Kingdom | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 29 |  |  |

## 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 | 22 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 36 |
| United Kingdom | 8 | Western Europe | 17 |
| China | 6 | Northern Europe | 15 |


| 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, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | DE $106.8$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |


|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 86.8 \end{aligned}$ | 811.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390740) Polycarbonates, in primary forms, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 579.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 38.9 \end{aligned}$ | 868.3 |
|  | (390760) Polyethylene terephthalate, in primary forms, $\$ 0-$ 1 | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 42.3 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 40.5 \end{aligned}$ | 711.8 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |


|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | TH 42.1 | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | PH 39.2 | $\begin{aligned} & N Z \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 29.3 \end{aligned}$ | 333.7 |
|  | (481021) Paper, fine, light weight coated, \$0-2 | $\begin{aligned} & \text { JP } \\ & 195.7 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 64.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.4 \end{aligned}$ | 327.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP <br> 485.6 | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}$, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | VN $65.1$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |



|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870510) Mobile cranes, \$33973229543 | KZ 48.5 | $\begin{aligned} & \text { UZ } \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 47.8 \end{aligned}$ | 395.7 |
|  | (870821) Safety seat belts for motor vehicles, \$13-56 | ES 56.8 | $\begin{aligned} & \text { GB } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 28.6 \end{aligned}$ | 216.3 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | $\qquad$ apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10 | $\begin{aligned} & \text { HK } \\ & 9.6 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 2.5 \end{aligned}$ | AT 2.3 | 20.6 |
|  | (020723) Ducks, geese and guinea fowls, domestic, whole, froze, \$2-4 | $\begin{aligned} & \text { GB } \\ & 3.7 \end{aligned}$ | JP 1.4 | $\begin{aligned} & \mathrm{BE} \\ & 1.1 \end{aligned}$ | 13.7 |



|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US <br> 191.6 | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081340) Fruits, dried nes, \$14-30 | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 4.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 2.6 \end{aligned}$ | 28.7 |
|  | (081120) Rasp-, mul-berries, etc (uncooked, steam, boil),froze, \$1-4 | $\begin{aligned} & \text { BA } \\ & 3.9 \end{aligned}$ | BE 3.2 | Fl 2.9 | 24.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
|  | (110812) Maize (corn) starch, \$0-1 | $\begin{aligned} & \text { DE } \\ & 9.7 \end{aligned}$ | BE 6.1 | $\begin{aligned} & \mathrm{NL} \\ & 5.3 \end{aligned}$ | 56.1 |
|  | (110429) Cereals, hulled, pearled, sliced or kibbled nes, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 23.4 \end{aligned}$ | PL 5.5 | FR 4.5 | 44.2 |
|  | (110311) Wheat meal, \$0-1 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 1.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1.2 \end{aligned}$ | 19.4 |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$3-14 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130231) Agar-agar, \$16-57 | $\begin{aligned} & \text { TH } \\ & 8.9 \end{aligned}$ | IN 2.1 | $\begin{aligned} & \text { VN } \\ & 1.6 \end{aligned}$ | 21.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |




| (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
| :---: | :---: | :---: | :---: | :---: |
| (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| (230890) Vegetable wastes and residues nes for animal feed, \$0-0 | $\begin{aligned} & \text { MA } \\ & 13.4 \end{aligned}$ | AF 7.7 | $\begin{aligned} & \mathrm{KH} \\ & 4.5 \end{aligned}$ | 55.4 |

## Montenegro

## Basic statistics

| Current diversification (number of products) | 1,995 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,459 | Export opportunity in more complex products <br> (percentage) | 54 |
| Potential new products more complex than <br> the country's average | 3,457 | Import replacement opportunity in more <br> 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 | 6 |
| Organic chemicals | 5 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| Vehicles other than railway, tramway | 5 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Articles of iron or steel | 3 |
| Miscellaneous chemical products | 3 |
| Sum of others with smaller share | 3 |

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

| Country | Percent |
| :--- | :--- |
| USA | 12 |
| France | 7 |
| China | 7 |


| Region | Percent |
| :--- | :--- |
| Asia | 36 |
| Western Europe | 21 |
| Northern America | 15 |
| Eastern Europe | 8 |
| Southern Europe | 7 |
| Northern Europe | 7 |
| South America | 3 |


| Japan | 3 |
| :--- | :--- |
| Canada | 3 |
| Netherlands | 3 |
| Rep. of Korea | 3 |
| India | 3 |
| Others | 28 |


| Germany | 6 | Eastern Europe | 8 |
| :--- | :--- | :--- | :--- |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 3 | Northern Europe | 7 |
| Italy | 3 | South America | 3 |
|  | 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 | 17 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| Germany | 10 | Asia | 35 |
| USA | 9 | Western Europe | 24 |
| China | 8 | Northern Europe | 11 |


| 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 <br> 668.9 | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |


|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
| Organic chemicals | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660 | IE $383.8$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |


|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | VN 261.3 | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | VN 65.1 | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |



|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.4 \end{aligned}$ | 533.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | TR 52.4 | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | DE $668.3$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | JP $124.8$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$13 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |


|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & C N \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \mathrm{DE} \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Edible vegetables and certain roots and tubers | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | $\begin{aligned} & \text { US } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 117.6 |
|  | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | DE 7.4 | IT 6.4 | 99.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | DE 4.2 | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |


|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081010) Strawberries, fresh, \$27 | US $293.1$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100890) Cereals unmilled nes, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | DE 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 5.8 \end{aligned}$ | 66.7 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US $111.6$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | ZA 4.3 | NL 3.3 | 67.7 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120600) Sunflower seeds, \$0-0 | $\begin{aligned} & \text { TR } \\ & 184.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.2 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 102.2 \end{aligned}$ | 651.4 |
|  | (120600) Sunflower seeds, \$0-4 | $\begin{aligned} & \text { AE } \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | $\begin{aligned} & \text { US } \\ & 41.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |


|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-4 | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | $\begin{aligned} & C Z \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 18.2 \end{aligned}$ | 101.8 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160419) Fish nes, prepared or preserved, not minced, \$0-3 | FR 61 | IT 23 | CO 10 | 145.4 |
| Sugars and confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | $\begin{aligned} & \text { IE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | FI 10.7 | 121.0 |


|  | (170410) Chewing gum <br> containing <br> medicinal, <br> sugar, <br> except | $\begin{aligned} & \mathrm{AE} \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | DE 5.5 | 48.3 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, <br> whole/pieces,  <br> prepared/preserved,  <br> $\$ 0-2$  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Beverages, spirits and vinegar | (220710) Undenatured ethyl alcohol > 80\% by volume, $\$ 0-1$ | $\begin{aligned} & \text { DE } \\ & 407.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 375 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 336.6 \end{aligned}$ | 1714.8 |



## Montserrat

## Basic statistics

| Current diversification (number of products) | 249 | Potential new products more complex <br> (percentage) | 65 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,322 | Export opportunity in more complex products <br> (percentage) | 26 |
| Potential new products more complex than <br> the country's average | 1,516 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Articles of apparel, accessories, knit or crochet | 4 |
| Organic chemicals | 6 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 35 |
| China | 8 | Western Europe | 20 |
| France | 8 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 3 | Southern Europe | 6 |
| Italy | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 27 |  |  |

## 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 product nes | 16 |


| 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 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 |


| France | 6 | Northern Europe | 11 |
| :--- | :--- | :--- | :--- |
| Netherlands | 5 | Southern Europe | 6 |
| China | 4 |  |  |
| Japan | 4 |  |  |
| Singapore | 3 |  |  |
| Italy | 2 |  |  |
| 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 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 3812.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 142.8 \end{aligned}$ | 5488.2 |


|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \mathrm{TH} \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | US $1437.8$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | $\begin{aligned} & \text { FR } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 127.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 99.3 \end{aligned}$ | 589.3 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | JP $207.4$ | US 80.2 | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |


|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of apparel, accessories, not knit or crochet | (621010) Garments made up of textile felts and nonwoven fabric, \$7-27 | $\begin{aligned} & \text { US } \\ & 630.6 \end{aligned}$ | JP $52.1$ | $\begin{aligned} & \text { IT } \\ & 24.5 \end{aligned}$ | 809.8 |
|  | (620293) Womens, girls anoraks etc of manmade fibres, not knit, \$0-19 | $\begin{aligned} & \text { US } \\ & 270.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 69.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 19.1 \end{aligned}$ | 418.4 |
|  | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & R U \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
| Pearls, precious stones, metals, coins, etc | (711319) Jewellery and parts of precious metal except silver, \$0-2099 | $\begin{aligned} & \text { CN } \\ & 2053.8 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 30.8 \end{aligned}$ | $\begin{aligned} & \text { AW } \\ & 26.2 \end{aligned}$ | 2183.0 |
|  | (711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273 | $\begin{aligned} & \text { IT } \\ & 930.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 166.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 103.4 \end{aligned}$ | 1519.7 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$0-514 | $\begin{aligned} & \text { US } \\ & 295.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 237.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 46.2 \end{aligned}$ | 651.2 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$514-2422 | $\begin{aligned} & \text { HK } \\ & 169.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 81.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.1 \end{aligned}$ | 514.4 |
|  | (710692) Silver semi-manufactured including gold/platinum plat, \$130-549 | $\begin{aligned} & \text { GB } \\ & 125.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 104.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 88.3 \end{aligned}$ | 500.3 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | $\begin{aligned} & V N \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |


|  | (730830) Doors, windows, frames of iron or steel, \$3-12 | $\begin{aligned} & \text { DE } \\ & 68.1 \end{aligned}$ | US 48 | $\begin{aligned} & \mathrm{PH} \\ & 34.1 \end{aligned}$ | 346.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (731021) Cans, iron/steel, capacity $<50$ l closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (842952) Shovels and excavators with revolving superstructure, \$36269-86767 | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | US $867.9$ | RU $663.9$ | 3641.9 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
|  | (848340) Gearing, ball screws, speed changers, torque converte, \$29-846 | $\begin{aligned} & \mathrm{CN} \\ & 477.1 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 61.4 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 43.2 \end{aligned}$ | 642.7 |
|  | (840890) Engines, diesel except motor vehicle/marine, \$801-11670 | $\begin{aligned} & \text { ES } \\ & 72.2 \end{aligned}$ | $\begin{aligned} & \text { CZ } \\ & 71.2 \end{aligned}$ | DE 70 | 615.6 |
| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527 | $\begin{aligned} & \mathrm{CN} \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 799.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 391.7 \end{aligned}$ | 3322.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 86.1 \end{aligned}$ | 1021.6 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | US $476.4$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL $146.2$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
| (902830) Electricity supply, production and calibrating meters, \$60-176 | $\begin{aligned} & \text { FR } \\ & 237.5 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 98.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 66.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \mathrm{CN} \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |
| Edible vegetables and certain roots and tubers | (070200) Tomatoes, fresh or chilled, \$0-2 | $\begin{aligned} & R U \\ & 102.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 61.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.4 \end{aligned}$ | 458.4 |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |



| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \mathrm{AU} \\ & 22.8 \end{aligned}$ | 256.9 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \text { CN } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 18.5 \end{aligned}$ | 137.1 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | SA 8.2 | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |


| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | FR 206 | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | 646.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | $\begin{aligned} & \text { ID } \\ & 31.7 \end{aligned}$ | FI 24.7 | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190230) Pasta except uncooked or stuffed, \$1-3 | $\begin{aligned} & \text { CA } \\ & 33.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 33 \end{aligned}$ | 357.0 |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |



## Morocco

## Basic statistics

| Current diversification (number of products) | 8,868 | Potential new products more complex <br> (percentage) | 85 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,630 | Export opportunity in more complex products <br> (percentage) | 67 |
| Potential new products more complex than <br> the country's average | 2,241 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Inorganic chemicals, precious metal compound, isotopes | 5 |
| Vehicles other than railway, tramway | 4 |
| Electrical, electronic equipment | 3 |
| Plastics and articles thereof | 3 |
| Meat and edible meat offal | 3 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
|  | 35 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 40 |
| China | 11 | Western Europe | 20 |
| France | 6 | Northern America | 14 |
| Germany | 6 | Northern Europe | 6 |
| Thailand | 4 | Eastern Europe | 6 |
| Rep. of Korea | 4 | Southern Europe | 6 |
| Italy | 3 | South America | 3 |
| Viet Nam | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| 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 |
| Residues, wastes of food industry, animal fodder | 2 |
| Products of animal origin, nes | 2 |
| Rers 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 |


| 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, \$23 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
| Inorganic chemicals, precious metal compound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE $668.9$ | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |


|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | JP $303.3$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | JP $115.3$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US <br> 113.6 | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Plastics and articles thereof | (390930) Amino-resins nes, in primary forms, \$1-4 | $\begin{aligned} & \text { CA } \\ & 248.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 378.5 |
|  | (392030) Sheet/film not cellular/reinf polymers of styrene, \$0-2 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 39.8 \end{aligned}$ | 283.6 |
|  | (390791) Polyesters nes, unsaturated, in primary forms, \$0-2 | FR 51.2 | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | 230.8 |
|  | (390220) Polyisobutylene in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 153.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 13.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 8.8 \end{aligned}$ | 216.2 |
|  | (391400) Ion exchangers based on polymers in primary forms, \$3-24 | CA 30 | $\begin{aligned} & \text { JP } \\ & 15.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11.7 \end{aligned}$ | 167.8 |
| Paper \& paperboard, articles of pulp, paper and board | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |


|  | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481021) Paper, fine, light weight coated, \$0-2 | $\begin{aligned} & \text { JP } \\ & 195.7 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 64.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.4 \end{aligned}$ | 327.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$0-2 | FR 71.3 | $\begin{aligned} & \mathrm{BE} \\ & 60.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 50.8 \end{aligned}$ | 316.8 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}$, $\mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | VN $261.3$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
| Machinery \& mech appliance etc | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (847710)Injection-moulding <br> machines for rubber or plastic, <br> $\$ 10602-90066$ | $\begin{aligned} & \text { FR } \\ & 109.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 106.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 63.6 \end{aligned}$ | 666.6 |
|  | (842959) Earth moving/road making equipment, self-propelled ne, \$59482-118215 | $\begin{aligned} & \text { US } \\ & 321.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 16.1 \end{aligned}$ | 522.8 |
|  | (843311) Mowers, powered, lawn, with horizontal cutting device, \$118829 | $\begin{aligned} & \text { US } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 127.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 56.8 \end{aligned}$ | 494.6 |


|  | (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 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 38.6 \end{aligned}$ | 553.5 |
|  | (850423) Liquid dielectric <br> transformers $>10,000 \mathrm{KVA}, \$ 2387-$  <br> 392273  | FR 66.9 | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | $\begin{aligned} & \mathrm{Cl} \\ & 26.7 \end{aligned}$ | 442.3 |
|  | (850720) Lead-acid electric <br> accumulators except for vehicles,  <br> $\$ 181-360$   | $\begin{aligned} & \text { US } \\ & 177.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 11.3 \end{aligned}$ | 247.2 |
|  | (850153) AC motors, multi-phase, of an output > $75 \mathrm{~kW}, \$ 0-1991$ | US 91.6 | $\begin{aligned} & \mathrm{NL} \\ & 35.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 18.3 \end{aligned}$ | 199.6 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870422) Diesel powered trucks weighing 5-20 tonnes, \$52514103973 | $\begin{aligned} & \text { GB } \\ & 577.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 173.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 145.2 \end{aligned}$ | 1180.6 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |
|  | (870130) Track-laying tractors (crawlers), \$10200-147074 | US 494.9 | FR 9.5 | ET 6.5 | 540.3 |
|  | (870510) Mobile cranes, \$33973229543 | KZ 48.5 | $\begin{aligned} & \text { UZ } \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 47.8 \end{aligned}$ | 395.7 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |


| (902211) Medical X-ray apparatus, <br> $\$ 4661-51451$ | US <br> 233.5 | FR <br> 123.5 | DE <br> 101.9 | 996.0 |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE <br> 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU <br> 158.6 | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \mathrm{CN} \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, \$4-12  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
| Fish, $\quad$ crustaceans,  <br> molluscs,  <br> invertebrates nes aquatic | (030212) Salmon fresh or chilled, whole, \$7-12 | Fl 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \text { AU } \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030541) Salmon, smoked, including fillets, \$0-12 | $\begin{aligned} & \text { GR } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.9 \end{aligned}$ | 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 product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
|  | (040110) Milk not concentrated nor sweetened < 1\% fat, \$0-0 | IT 35.4 | $\begin{aligned} & \text { IE } \\ & 24.8 \end{aligned}$ | PH 4.7 | 79.9 |
|  | (041000) Edible products of animal origin nes, $\$ 5-56$ | TH 45.9 | $\begin{aligned} & \text { MO } \\ & 11 \end{aligned}$ | VN 3.6 | 68.2 |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | VN 72.6 | $\begin{aligned} & \text { JP } \\ & 47.7 \end{aligned}$ | CN 23 | 219.5 |
|  | (050510) Feathers and down used for stuffing, \$0-5 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | ES 7.8 | $\begin{aligned} & \mathrm{HU} \\ & 4.6 \end{aligned}$ | 57.0 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN <br> 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |


|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | US 41.7 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (152200) Degras, residues from treatment animal \& veg waxes, \$0-1 | FR 19.1 | $\begin{aligned} & \text { ES } \\ & 11.4 \end{aligned}$ | 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 |
|  |  | 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 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |


|  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | FR 63.9 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$03 | IE 67.5 | SK 4.9 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | 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 <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$10-24 | $\begin{aligned} & \mathrm{CN} \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 21.3 \end{aligned}$ | 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, \$49 | MU 2.2 | US 1.2 | CN . 5 | 7.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$716 | 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 fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \text { NO } \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240399) Products of tobacco, substitute nes, extract, essence, \$67-157 | $\begin{aligned} & \text { JP } \\ & 505.6 \end{aligned}$ | LV 47 | $\begin{aligned} & \text { LT } \\ & 42.2 \end{aligned}$ | 667.1 |

## Mozambique

## Basic statistics

| Current diversification (number of products) | 2,409 | Potential new products more complex <br> (percentage) | 73 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,094 | Export opportunity in more complex products <br> (percentage) | 47 |
| Potential new products more complex than <br> the country's average | 3,006 | Import replacement opportunity in more <br> 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 | 39 |
| Sum of others with smaller share | 3 |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 12 | Asia | 34 |
| Germany | 7 | Western Europe | 22 |
| China | 6 | Northern America | 15 |
| France | 6 | Southern Europe | 7 |
| Thailand | 4 | Northern Europe | 7 |
| Italy | 4 | Eastern Europe | 7 |
| United Kingdom | 4 | South America | 3 |
| Netherlands | 4 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Canada | 3 |  |  |
| Japan | 3 |  |  |
| Others | 27 |  |  |

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 |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 11 | Asia | 39 |
| China | 9 | Western Europe | 19 |
| United Kingdom | 7 | Northern America | 13 |
| Germany | 6 | Northern Europe | 10 |
| Japan | 5 | Eastern Europe | 7 |
| France | 5 | Southern Europe | 6 |
| Netherlands | 4 |  |  |
| China, Hong Kong SAR | 4 |  |  |
| United Arab Emirates | 3 |  |  |
| Russian Federation | 3 |  |  |
| Italy | 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 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | VN <br> 136.5 | 3846.7 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | VN 40.9 | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1$ 1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |


|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390760) Polyethylene terephthalate, in primary forms, $\$ 0-1$ | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | ES 42.3 | PK 40.5 | 711.8 |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < $6 \mathrm{~mm}, \$ 0-$ 202 | US <br> 3499.8 | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | US <br> 1396.3 | BE 83.7 | FR 63.8 | 1692.2 |
|  | (440130) Sawdust, wood waste or scrap, \$0-0 | $\begin{aligned} & \text { IT } \\ & 166.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 146.5 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 109.6 \end{aligned}$ | 608.4 |
|  | (441119) Fibreboard $>0.8 \mathrm{~g} / \mathrm{cm} 2$ worked/surface covered, \$0-0 | $\begin{aligned} & \text { FR } \\ & 190.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 123.6 \end{aligned}$ | 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 nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | PH 69.7 | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & V N \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |


|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | PH 66.1 | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & \mathrm{RU} \\ & 40.2 \end{aligned}$ | EG 27.2 | 276.5 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | CA 3149.7 | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \text { BE } \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and <br> mechanical appliances nes, <br> $\$ 2729-6609$   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |



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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | RO $110.1$ | 1216.6 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 3.7 \end{aligned}$ | JP 1.4 | BE 1.1 | 13.7 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Edible vegetables and certain roots and tubers | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | $\begin{aligned} & \text { US } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 117.6 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |



|  | (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 | $\begin{aligned} & \text { TR } \\ & 184.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.2 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 102.2 \end{aligned}$ | 651.4 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 49.2 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| Animal, vegetable fats and oils, cleavage products, etc | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | AF $23.2$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | $\begin{aligned} & \mathrm{IN} \\ & 54.7 \end{aligned}$ | SA 8.8 | NZ 8.3 | 124.6 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |




## Myanmar

## Basic statistics

| Current diversification (number of products) | 3,867 | Potential new products more complex <br> (percentage) | 76 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,736 | Export opportunity in more complex products <br> (percentage) | 46 |
| Potential new products more complex than <br> the country's average | 2,843 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| Vehicles other than railway, tramway | 7 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Miscellaneous chemical products | 3 |
| Articles of iron or steel | 38 |
| Sum of others with smaller share | 3 |
|  |  |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 13 | Asia | 35 |
| China | 7 | Western Europe | 21 |
| France | 6 | Northern America | 16 |
| Germany | 6 | Eastern Europe | 7 |
| Netherlands | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Italy | 3 | South America | 3 |
| Belgium | 3 |  |  |
| Canada | 3 |  |  |
| Japan | 3 |  |  |
| Thailand | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

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 By regions

| 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 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | JP $108.4$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |


|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
|  | (285100) Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | $\begin{aligned} & \text { US } \\ & 416.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US $671.9$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |


|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & C N \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 103 \end{aligned}$ | 1100.1 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, }-6,6,- \\ & 6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & B E \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730210) Railway/tramway rails, iron or steel, \$0-0 | FR 53.3 | $\begin{aligned} & \mathrm{AU} \\ & 41.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 25.9 \end{aligned}$ | 300.1 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & R U \\ & 40.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 27.2 \end{aligned}$ | 276.5 |


| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841191) Parts of turbo-jet or turbopropeller engines, \$1950-4416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | $\begin{aligned} & \text { AR } \\ & 2.2 \end{aligned}$ | 1168.6 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 110.9 \end{aligned}$ | ES 66 | 568.4 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (870190) Wheeled tractors nes, \$09592 | ES 57.4 | $\begin{aligned} & \mathrm{BE} \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.1 \end{aligned}$ | 389.6 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline \begin{array}{l}\text { Optical, } \\ \text { technical, } \begin{array}{c}\text { photo, } \\ \text { etc apparatus }\end{array}\end{array} & \begin{array}{l}\text { (901390) Parts and accessories of } \\ \text { optical appliances nes, \$683-1534 }\end{array} & \begin{array}{l}\text { CN } \\ 1211.5\end{array} & \text { KR 44 } & \text { GB } \\ 17.3\end{array}\right)$

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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | EG 95.7 | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$4-8 | KR 50.2 | $\begin{aligned} & \mathrm{CH} \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.5 \end{aligned}$ | 71.1 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Fish, $\quad$ crustaceans,  <br> molluscs, aquatic <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | FI 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |



|  | (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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | NO 61.7 | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110812) Maize (corn) starch, \$0- | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121120) Ginseng roots, \$13-75 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { NO } \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 9.7 \end{aligned}$ | 117.1 |



$\left.\begin{array}{|l|r|l|l|l|l|l|l|}\hline \begin{array}{l}\text { Tobacco } \\ \text { manufactured } \\ \text { substitutes }\end{array} & \text { and } & \text { tobacco } & \begin{array}{l}\text { (240210) } \\ \text { cigarillos, }\end{array} & \text { Cigars, cheroots and } \\ \text { \$51-173 }\end{array} \quad \begin{array}{ll}\text { US }\end{array}\right)$

## N. Mariana Isds

## Basic statistics

| Current diversification (number of products) | 139 | Potential new products more complex <br> (percentage) | 58 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,887 | Export opportunity in more complex products <br> (percentage) | 17 |
| Potential new products more complex than <br> the country's average | 1,089 | Import replacement opportunity in more <br> 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 32 |
| France | 8 | Northern America | 20 |
| Germany | 5 |  | Western Europe |
| China | 19 |  |  |
| Thailand | 4 | Eastern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Italy | Northern Europe | 7 |  |
| Japan | 4 |  |  |
| Russian Federation | 3 |  |  |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 26 |  |  |

## 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 product nes | 20 |


| 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 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (293359) Hetercyclic compounds with pyrimidine ring nes, \$34-398 | $\begin{aligned} & \text { DE } \\ & 88.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.3 \end{aligned}$ | 450.0 |
|  | (293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15 | $\begin{aligned} & \text { BR } \\ & 133.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | IN $83.1$ | 421.9 |
|  | (292249) Amino-acids nes, esters, salts thereof, \$0-3 | $\begin{aligned} & \text { US } \\ & 107.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 45.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.7 \end{aligned}$ | 295.5 |
| Plastics and articles thereof | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \text { CN } \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 64.7 \end{aligned}$ | 939.2 |



|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | US $110.3$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
| Pearls, precious stones, metals, coins, etc | (711319) Jewellery and parts of precious metal except silver, \$0-2099 | $\begin{aligned} & \text { CN } \\ & 2053.8 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 30.8 \end{aligned}$ | $\begin{aligned} & \text { AW } \\ & 26.2 \end{aligned}$ | 2183.0 |
|  | (711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273 | $\begin{aligned} & \text { IT } \\ & 930.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 166.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 103.4 \end{aligned}$ | 1519.7 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$0-514 | $\begin{aligned} & \text { US } \\ & 295.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 237.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 46.2 \end{aligned}$ | 651.2 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$2422-5283 | $\begin{aligned} & \text { GB } \\ & 206.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 112.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 81.9 \end{aligned}$ | 516.5 |
|  | (711719) Imitation jewellery nes of base metal including plate, \$223-506 | $\begin{aligned} & \text { FR } \\ & 180.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.1 \end{aligned}$ | IT 27 | 314.8 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |


| Machinery \& mech appliance etc | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416 | ES 335.1 | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (841430) Compressors for refrigerating equipment, \$0-83 | $\begin{aligned} & \text { DE } \\ & 80.7 \end{aligned}$ | $\begin{aligned} & \text { CZ } \\ & 80.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 79.7 \end{aligned}$ | 548.0 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 86.1 \end{aligned}$ | 1021.6 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
| Optical, photo, technical, medical, etc apparatus | (902750) Instruments nes using optical radiations, \$304-5957 | $\begin{aligned} & \mathrm{CN} \\ & 561.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 42.1 \end{aligned}$ | 770.6 |
|  | (901910) Massage and psychological aptitudetest apparatus, \$14-70 | $\begin{aligned} & \text { US } \\ & 370.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.9 \end{aligned}$ | $\begin{aligned} & V N \\ & 20.6 \end{aligned}$ | 518.1 |
|  | (902290) Parts and accessories for radiation apparatus, \$93-418 | $\begin{aligned} & \text { JP } \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 70.1 \end{aligned}$ | IT $35.4$ | 490.2 |
|  | (902920) Speed indicators, tachometers, stroboscopes, \$119-141 | $\begin{aligned} & \text { GB } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 54.8 \end{aligned}$ | 486.4 |


| (903039) Ammeters, voltmeters, ohm meters, | US |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| etc, non-recording, \$0-28 |  |$\quad$| IN 8.8 | HK |
| :--- | :--- |

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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040490) Natural milk products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 25.6 \end{aligned}$ | DK 2 | $\begin{aligned} & \text { SK } \\ & 1.8 \end{aligned}$ | 41.2 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots), nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \mathrm{TH} \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | BR 3.8 | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 30.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080410) Dates, fresh or dried, \$16 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Coffee, tea, mate and spices | (091091) Mixtures of spices, \$3-10 | $\begin{aligned} & \text { DE } \\ & 20.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 18.6 \end{aligned}$ | AE $11.2$ | 95.7 |


|  | (091030) Turmeric (curcuma), \$29 | IN 2.5 | US 2.1 | $\begin{gathered} \mathrm{AU} \\ 1.9 \end{gathered}$ | 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 | $\begin{aligned} & \mathrm{AU} \\ & 3.8 \end{aligned}$ | 35.3 |
| Lac, gums, resins, vegetable saps and extracts nes | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
| Sugars and sugar confectionery | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 18.5 \end{aligned}$ | 137.1 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | SA 8.2 | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > 2 k , \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | $\begin{aligned} & \text { ID } \\ & 31.7 \end{aligned}$ | FI 24.7 | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190230) Pasta except uncooked or stuffed, \$1-3 | $\begin{aligned} & \text { CA } \\ & 33.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 33 \end{aligned}$ | 357.0 |


|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 27 \end{aligned}$ | 202.2 |
| Vegetable, fruit, nut, etc food preparations | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$612 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1 | $\begin{aligned} & \text { TR } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 10.1 \end{aligned}$ | 120.7 |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \text { NE } \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210320) Tomato ketchup and other tomato sauces, \$1-2 | $\begin{aligned} & \mathrm{NO} \\ & 12.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 11.4 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 9.4 \end{aligned}$ | 125.1 |
|  | (210120) Tea and mate extracts, essences and concentrates, \$3-20 | $\begin{aligned} & \text { US } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 11.2 \end{aligned}$ | 88.3 |
|  | (210420) Homogenised composite food preparations, \$2-8 | $\begin{aligned} & \text { US } \\ & 12.5 \end{aligned}$ | KZ 6.8 | $\begin{aligned} & \text { PL } \\ & 3.6 \end{aligned}$ | 43.9 |

## Namibia

## Basic statistics

| Current diversification (number of products) | 4,749 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,941 | Export opportunity in more complex products <br> (percentage) | 60 |
| Potential new products more complex than <br> the country's average | 2,947 | Import replacement opportunity in more <br> 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 | 5 |
| Electrical, electronic equipment | 4 |
| Plastics and articles thereof | 4 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 29 | Asia | 51 |
| USA | 8 | Western Europe | 17 |
| Germany | 5 | Northern America | 10 |
| France | 4 | Southern Europe | 6 |
| Netherlands | 3 | Eastern Europe | 5 |
| Rep. of Korea | 3 | Northern Europe | 5 |
| Thailand | 3 | South America | 3 |
| United Kingdom | 3 |  |  |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Others | 21 |  |  |

## 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 |


| Residues, wastes of food industry, animal fodder | 10 |
| :--- | :--- | :--- |
| Dairy products, eggs, honey, edible animal product nes | 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 nes | 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 nes | 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 |


| Viet Nam | 3 |  | Eastern Europe |
| :--- | :--- | :--- | :--- |
| Italy | 3 | 4 |  |
| Australia | 3 | South America | 3 |
| France | 3 | Oceania | 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 | $\begin{aligned} & \text { CN } \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 74047.4 |
|  | (262090) Ash or residues containing metals, metal compounds ne, \$0-2 | KR 66.8 | $\begin{aligned} & \text { GB } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 28.8 \end{aligned}$ | 203.5 |
|  | (262030) Ash or residues containing mainly copper, \$0-2 | SE 17.4 | KR 4 | CA 3.3 | 31.5 |
| Inorganic chemicals,precious metalcompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |


|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | FI 189.5 | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | IN 166.1 | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$01 | PL 58.4 | $\begin{aligned} & \text { LK } \\ & 53.4 \end{aligned}$ | IT 43.5 | 367.3 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | NL $228.1$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | BE 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | BE 2807 | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \text { CN } \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | BE 188.6 | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |


|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | ID 228.6 | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | FR 787.5 | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR 571.3 | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | ES 609.7 | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$27296609 | JP 178.9 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | IN 923.9 | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 110.9 \end{aligned}$ | 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, \$3358486409 | $\begin{aligned} & R U \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | FR 347.8 | $\begin{aligned} & \text { RU } \\ & 113.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { HK } \\ & 245.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 25.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 21.8 \end{aligned}$ | 435.6 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | KR 88.2 | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | US $233.5$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |


| (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE 79.7 | 886.2 |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902730) Spectrometers, | CN <br> Spectrophotometers, etc using light, <br> \$3396-16538 | 200.9 | US <br> 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & C N \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030619) Crustaceans nes, frozen,, \$6-17 | KR 5.8 | SA 5.5 | NZ 5.3 | 31.9 |


|  | (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, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & S A \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \mathrm{PH} \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-0 | PH 68.6 | $\begin{aligned} & \text { IT } \\ & 47.6 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 14.6 \end{aligned}$ | 199.4 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$4-7 | $\begin{aligned} & \mathrm{CN} \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 29.7 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 6.9 \end{aligned}$ | 100.5 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & & \text { (100300) Barley, \$0-1 } & \text { DE } \\ 178.4\end{array}\right)$

|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115 | IL 3.5 | NL 2.9 | $\begin{aligned} & \text { UA } \\ & 2.8 \end{aligned}$ | 23.3 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & \text { RU } \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & M Y \\ & 17.4 \end{aligned}$ | 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, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { MM } \\ & 5.3 \end{aligned}$ | 32.2 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US $141.2$ | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |


|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | US $34.3$ | $\begin{aligned} & \text { AL } \\ & 12.4 \end{aligned}$ | 145.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | TH 19.5 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-0 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 66.6 \end{aligned}$ | 496.3 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \mathrm{RU} \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2।, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 67.1 |
| Residues, wastes of food industry, animal fodder | (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US $1071.6$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Nauru

## Basic statistics

| Current diversification (number of products) | 592 | Potential new products more complex <br> (percentage) | 71 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,524 | Export opportunity in more complex products <br> (percentage) | 31 |
| Potential new products more complex than <br> the country's average | 2,488 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Iron and steel | 4 |
| Articles of iron or steel | 4 |
| Paper \& paperboard, articles of pulp, paper and board | 4 |
| Organic chemicals | 4 |
| Pharmaceutical products | 3 |
| Miscellaneous chemical products | 31 |
| Sum of others with smaller share | 3 |
|  | 4 |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 13 | Asia | 35 |
| France | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 17 |
| China | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| India | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Canada | 3 |  |  |
| Belgium | 3 |  |  |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 33 |
| Russian Federation | 10 |  | Western Europe |
| United Kingdom | 7 | Eastern Europe | 14 |
| China | 6 | Northern America | 13 |
| Germany | 6 | Northern Europe | 12 |
| France | 6 | Southern Europe | 4 |
| Netherlands | 4 |  |  |
| Japan | 4 |  |  |
| Italy | 3 |  |  |
| United Arab Emirates | 3 |  |  |
| China, Hong Kong SAR | 3 |  |  |
| Others | 23 |  |  |
| P |  |  |  |

## 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 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | NL $228.1$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |


|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | AU <br> 315.2 | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | PS 87.2 | IE 59.8 | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA <br> 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |


|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | GB 103 | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |


| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | CA <br> 3149.7 | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | FR 98.9 | DE 62 | 1985.9 |
|  | (853224) Electric capacitors, fixed, ceramic, multilayer,, \$69-315 | $\begin{aligned} & \mathrm{CN} \\ & 708.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 177.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 108.6 \end{aligned}$ | 1494.8 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |


|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | DE $668.3$ | $\mathrm{JP}$ $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |



| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | $\begin{aligned} & \text { QA } \\ & 76 \end{aligned}$ | 743.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \mathrm{NP} \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \mathrm{JP} \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 38 \end{aligned}$ | 395.7 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 6.7 \end{aligned}$ | 139.1 |
|  | (160413) Sardine, brisling, sprat prepared/preserved,not mince, \$26 | $\begin{aligned} & \text { JP } \\ & 23.1 \end{aligned}$ | $\begin{aligned} & \text { AO } \\ & 8.5 \end{aligned}$ | $\begin{gathered} \mathrm{NL} \\ 5.6 \end{gathered}$ | 99.9 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |


| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & \text { RU } \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | US $103.2$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$02 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$612 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 49.2 \end{aligned}$ | 241.0 |


|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & \text { CZ } \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210110) Coffeeextracts, <br> essences, <br> preparations, $\$ 14-28$$\quad$ concentrates, | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210610) Protein concentrates and textured protein substances, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 27.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11 \end{aligned}$ | 105.3 |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$0-7 | $\begin{aligned} & R U \\ & 284.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 23.9 \end{aligned}$ | 432.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 67.1 |
| Residues, wastes of food industry, animal fodder | (230910) Dog or cat food (retail), \$0-1 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.5 \end{aligned}$ | 480.5 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | RU $11.7$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Nepal

## Basic statistics

| Current diversification (number of products) | 3,058 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,248 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 2,904 | Import replacement opportunity in more <br> 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 | 7 |
| Electrical, electronic equipment | 6 |
| Plastics and articles thereof | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Miscellaneous chemical products | 3 |
| Vehicles other than railway, tramway | 3 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Articles of iron or steel | 30 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 38 |
| China | 7 | Western Europe | 20 |
| France | 6 | Northern America | 14 |
| Germany | 6 | Southern Europe | 7 |
| Thailand | 4 | Eastern Europe | 7 |
| India | 4 | Northern Europe | 7 |
| Japan | 3 | South America | 4 |
| United Kingdom | 3 |  |  |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 27 |
| Germany | 11 | Western Europe | 23 |
| United Kingdom | 5 | Northern America | 16 |
| China | 5 | Northern Europe | 12 |


| China, Hong Kong SAR | 5 |  | Southern Europe |
| :--- | :--- | :--- | :--- |
| Italy | 9 |  |  |
| France | 4 | Eastern Europe | 8 |
| Netherlands | 4 |  |  |
| Japan |  |  |  |
| 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 metalcompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |


| Organic chemicals | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & D E \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |


|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 35.3 \end{aligned}$ | 511.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <br> <50l closed by crimp/solde, \$0-2 | $\begin{aligned} & \text { NL } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
|  | (842720) Self-propelled works trucks, non-electric, \$12020-40163 | $\begin{aligned} & \text { RU } \\ & 204.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 73.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 53.6 \end{aligned}$ | 684.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 110.9 \end{aligned}$ | ES 66 | 568.4 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | US $313.6$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 38.6 \end{aligned}$ | 553.5 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.4 \end{aligned}$ | 533.2 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | DE $668.3$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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, <br> molluscs,  <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & C A \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |



|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
|  | (110812) Maize (corn) starch, \$01 | 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, \$08 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | DE 3.4 | IT 3.2 | 50.3 |
|  | (121300) Cereal straw \& husks, unprepared, \$0-0 | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |



|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \mathrm{MY} \\ & 17.4 \end{aligned}$ | 88.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$7-14 | HK 5.9 | AE 4.2 | SG 3 | 24.1 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$1223 | 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 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190510) Crispbread, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{JP} \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$01 | $\begin{aligned} & \text { FR } \\ & 56.3 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 28.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 16.4 \end{aligned}$ | 176.7 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$12 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |


| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-0 | $\begin{aligned} & \text { MA } \\ & 13.4 \end{aligned}$ | AF 7.7 | KH 4.5 | 55.4 |

## Netherlands

## Basic statistics

| Current diversification (number of products) | 23,751 | Potential new products more complex <br> (percentage) | 89 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 293 | Export opportunity in more complex products <br> (percentage) | 46 |
| Potential new products more complex than <br> the country's average | 262 | Import replacement opportunity in more <br> 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 | 72 |
| 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
By regions

| Country | Percent |
| :--- | :--- |
| China | 9 |
| Singapore | 9 |
| Italy | 9 |
| USA | 8 |
| United Kingdom | 7 |
| Austria | 4 |
| India | 4 |
| Sweden | 3 |
| Yemen | 3 |
| Others | 25 |


| 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 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| France | 78 | Western Europe | 78 |
| Finland | 6 | Asia | 11 |
| Qatar | 6 | Sub-Saharan Africa | 6 |
| Togo | 6 | Northern Europe | 6 |
| Kuwait | 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 | $\begin{aligned} & \text { GB } \\ & 147 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 106.9 \end{aligned}$ | US $57.5$ | 400.5 |
|  | (292421) Ureines, derivatives, salts thereof, \$98-193 | $\begin{aligned} & \text { BR } \\ & 13.4 \end{aligned}$ | GT 3.7 | $\begin{aligned} & \text { FR } \\ & 1.3 \end{aligned}$ | 18.6 |


|  |  | DE 3.4 | BE 2.2 | IT 1.9 | 11.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (291890) Carboxylic acids nes, derivativess, \$164-790 | IT 3.8 | IE 1.7 | $\begin{aligned} & \text { KR } \\ & 1.5 \end{aligned}$ | 9.4 |
|  | (292229) Amino-naphthols/phenols nes, their ethers/esters/salt, \$21112438 | IT 7.9 | GR . 6 | SG . 2 | 8.7 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$4-12 | $\begin{aligned} & \text { SG } \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & A Z \\ & 7.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 34.5 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 2.7 \end{aligned}$ | 77.1 |
| Iron and steel | (721310) Hot rolled bar/rod grooved iron or non-alloy steel in irregular coils, \$0-0 | $\begin{aligned} & \text { AT } \\ & 80.5 \end{aligned}$ | $\begin{aligned} & \text { YE } \\ & 63.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 22.9 \end{aligned}$ | 262.7 |
|  | (721931) Cold rolled stainless steel, w $>600 \mathrm{~mm}, \mathrm{t}>4.75 \mathrm{~mm}, \$ 17-32$ | 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 $<600 \mathrm{~mm}$, unclad, $<0.25 \%$ C, ne, \$9-44 | ES 1.4 | DE . 8 | SG . 1 | 2.5 |
|  | (721660) Sections, nes, iron or nonalloy steel, nfw than cold formed/finished, \$11-39 | NG . 4 | CD 4 | PL . 3 | 2.3 |



|  | (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 | $\begin{aligned} & \mathrm{CH} \\ & 7.1 \end{aligned}$ | IT 6.8 | $\begin{aligned} & \text { CN } \\ & 3.1 \end{aligned}$ | 19.4 |
|  | (900510) Binoculars, \$6740-10151 | $\begin{aligned} & \text { SG } \\ & 3.9 \end{aligned}$ | HU 0 | AU 0 | 4.0 |
|  | (902750) Instruments nes using optical radiations, \$0-304 | $\begin{aligned} & \text { DO } \\ & 1.2 \end{aligned}$ |  |  | 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 | $\begin{aligned} & \text { ES } \\ & 3.8 \end{aligned}$ | 53.1 |
|  | (930330) Rifles, sporting, hunting or target-shooting, nes, \$0-390 | $\begin{aligned} & \text { US } \\ & 29.6 \end{aligned}$ | AF 1.3 | CA . 4 | 33.2 |
|  | (930529) Parts and accessories of shotguns or rifles, nes, \$251-525 | FR 6.7 | SE 4.5 | $\begin{aligned} & \text { JP } \\ & 2.8 \end{aligned}$ | 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 |


| 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 | $\begin{aligned} & \text { FR } \\ & 1.4 \end{aligned}$ | 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+ | Fl . 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 | Fl 0 | RS 0 | 0.0 |

## New Caledonia

## Basic statistics

| Current diversification (number of products) | 1,111 | Potential new products more complex <br> (percentage) | 73 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,664 | Export opportunity in more complex products <br> (percentage) | 44 |
| Potential new products more complex than <br> the country's average | 2,659 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 4 |
| Sum of others with smaller share | 4 |
|  | 4 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 14 | Asia | 34 |
| France | 7 | Western Europe | 21 |
| Germany | 5 | Northern America | 16 |
| China | 5 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Russian Federation | 3 |  |  |
| Belgium | 3 |  |  |
| Others | 29 |  |  |

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 | 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 | Sugars and sugar confectionery |
| Sum of others with smaller share | 2 |
|  | 2 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 29 |
| Germany | 10 |  | Western Europe |


| 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 |  |  |  |

## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | US $100.8$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |


|  | (290220) Benzene, \$0-13 | BE <br> 331.1 | ES $233.1$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pharmaceutical products | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | AU <br> 315.2 | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | PS 87.2 | $\begin{aligned} & \mathrm{IE} \\ & 59.8 \end{aligned}$ | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <br> <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US $455.5$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |


|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t 4.75-10mm, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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) <br> Hollow profiles/tubes,iron/steel, non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | IT $148.4$ | 1135.4 |


|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US <br> 375.4 | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 116.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | DE <br> 528.7 | 5164.4 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \text { RU } \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, $\$ 16515-95900$ | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
| (902750) Instruments nes using optical radiations, \$304-5957 | $\begin{aligned} & \mathrm{CN} \\ & 561.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 42.1 \end{aligned}$ | 770.6 |
| (901920) Therapeutic respiration apparatus, \$33-137 | US $468.3$ | $\begin{aligned} & \mathrm{NL} \\ & 40.5 \end{aligned}$ | 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 (USD million) |  | markets | 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 | $\begin{aligned} & \mathrm{RU} \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | JP $54.4$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |




|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 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 <br> containing <br> except <br> medicinal, $\$ 2-10$   | $\begin{aligned} & \text { AE } \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoa preparations | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 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, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |


|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210110) Coffee extracts, <br> essences, concentrates, <br> preparations, $\$ 14-28$  | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | UZ 9.4 | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | IT 10.8 | AT 3.3 | 72.2 |
| Beverages, spirits and vinegar | (220710) Undenatured ethyl alcohol > 80\% by volume, \$0-1 | $\begin{aligned} & \text { DE } \\ & 407.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 375 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 336.6 \end{aligned}$ | 1714.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |


|  | (220600) Fermented beverages <br> nes (eg cider, perry, mead, etc), <br> $\$ 0-1$ | RU <br> 43.9 | GB <br> 30.9 | BW <br> 13.7 | 133.4 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (220900) Vinegar and substitutes <br> 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 <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,930 | Export opportunity in more complex products <br> (percentage) | 62 |
| Potential new products more complex than <br> the country's average | 1,524 | lmport replacement opportunity in more <br> 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 | 5 |
| 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
By regions

| Country | Percent |
| :--- | :--- |
| USA | 11 |
| China | 8 |
| France | 6 |
| Italy | 5 |
| Germany | 5 |


| Region | Percent |
| :--- | :--- |
| Asia | 35 |
| Western Europe | 21 |
| Northern America | 13 |
| Southern Europe | 9 |
| Eastern Europe | 8 |
| Northern Europe | 8 |
| South America | 3 |


| Japan | 4 |
| :--- | :--- |
| Belgium | 4 |
| India | 3 |
| Thailand | 3 |
| Others | 29 |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| Japan | 17 | Asia | 48 |
| China | 14 | Western Europe | 20 |
| Germany | 9 | Southern Europe | 9 |
| China, Hong Kong SAR | 6 | Northern Europe | 9 |


| Spain | 6 | Eastern Europe | 8 |
| :--- | :--- | :--- | :--- |
| Netherlands | 4 | Northern America | 3 |
| Thailand | 3 |  |  |
| Belgium | 3 |  |  |
| France | 3 |  |  |
| Poland | 18 |  |  |
| Others |  |  |  |

## 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 metalcompound, isotopes | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \text { CN } \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |





| Optical, photo, technical, medical, etc apparatus | (901819) Electro-diagnostic apparatus, nes, $\$ 0-65$ | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | JP $124.8$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
|  | $(901020)$ Equipment for <br> photographic laboratories nes, <br> $\$ 189-17304$   | SG 85 | JP 64 | $\begin{aligned} & \text { TH } \\ & 61.4 \end{aligned}$ | 309.7 |
|  | (900661) Photographic discharge lamp flashlight apparatus, \$0-113 | $\begin{aligned} & \mathrm{CN} \\ & 153.8 \end{aligned}$ | DE 6.7 | CA 3 | 173.7 |
|  | (900390) Parts of frames and mountings for spectacles etc, $\$ 298$ 681 | IT 87.3 | $\begin{aligned} & \text { FR } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 24.4 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except pure-bred breeding $<50 \mathrm{~kg}$, \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$3-6 | JP $323.1$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 13.8 \end{aligned}$ | 271.3 |


|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | GB 8.7 | 80.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030721) Scallops, live, fresh or chilled, \$8-23 | $\begin{aligned} & \text { HK } \\ & 20.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{JP} \\ & 17.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | $\begin{aligned} & \text { PL } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | US 10 | 64.9 |
|  | (110811) Wheat, starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | DE 3.4 | IT 3.2 | 50.3 |
|  | (121120) Ginseng roots, \$1375 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | US 9.3 | IT 1.4 | 38.7 |


|  | (121300) Cereal straw \& husks, unprepared, \$0-0 | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | KR 6.5 | PS 3.1 | 36.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 112.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-0 | $\begin{aligned} & \text { JP } \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 10.1 \end{aligned}$ | 90.8 |
|  | (151911) Stearic acid, \$0-2 | $\begin{aligned} & \text { PL } \\ & 13.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 12.2 \end{aligned}$ | BE 5.6 | 45.0 |
| Meat, fish and seafood food preparations nes | (160416) Anchovies, prepared or preserved, not minced, \$716 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | 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 < 21, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | UA 6.8 | 67.1 |


| Residues, wastes of food industry, animal fodder | (230640) Rape or colza seed oil-cake and other solid residues, \$0-0 | CN 89 | TH 58 | $\begin{aligned} & \text { ES } \\ & 38.4 \end{aligned}$ | 293.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { TR } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 12.6 \end{aligned}$ | GR 5.1 | 46.8 |
| Tobacco and manufactured tobacco substitutes | (240399) Products of tobacco, substitute nes, extract, essence, \$67-157 | $\begin{aligned} & \text { JP } \\ & 505.6 \end{aligned}$ | LV 47 | $\begin{aligned} & \text { LT } \\ & 42.2 \end{aligned}$ | 667.1 |

## Nicaragua

## Basic statistics

| Current diversification (number of products) | 3,038 | Potential new products more complex <br> (percentage) | 83 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,870 | Export opportunity in more complex products <br> (percentage) | 60 |
| Potential new products more complex than <br> the country's average | 3,207 | Import replacement opportunity in more <br> 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 | 6 |
| Vehicles other than railway, tramway | 6 |
| Plastics and articles thereof | 6 |
| Organic chemicals | 6 |
| Iron and steel | 5 |
| 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 |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 11 | Asia | 36 |
| China | 8 | Western Europe | 22 |
| Germany | 7 | Northern America | 14 |
| France | 6 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 7 |
| Thailand | 4 | Eastern Europe | 7 |
| Italy | 3 | South America | 3 |
| Canada | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 9 | Asia | 40 |
| United Kingdom | 8 | Western Europe | 17 |
| China | 7 | Northern Europe | 13 |
| United Arab Emirates | 5 | Northern America | 11 |
| China, Hong Kong SAR | 5 | Eastern Europe | 8 |
| Germany | 5 | 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, \$25354 | US <br> 671.9 | ES 265 | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | NL 86.1 | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Plastics and articles thereof | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, -6,6, - } \\ & 6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |



| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |


|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | JP $124.8$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040410) Whey, \$0-2 | $\begin{aligned} & \text { IE } \\ & 58.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible vegetables and certain roots and tubers | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | DE 4.2 | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$412 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |


|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$02 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 23.4 \end{aligned}$ | PL 5.5 | FR 4.5 | 44.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120600) Sunflower seeds, \$0-0 | $\begin{aligned} & \text { TR } \\ & 184.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.2 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 102.2 \end{aligned}$ | 651.4 |
|  | (120600) Sunflower seeds, \$0-4 | $\begin{aligned} & \text { AE } \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120930) Seed, flower, for sowing, \$0-26 | FR 6.4 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$00 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$410 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$0-3 | $\begin{aligned} & \text { FR } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 14.3 \end{aligned}$ | 126.9 |
|  | (160413) Sardine, brisling, sprat prepared/preserved,not mince, \$26 | $\begin{aligned} & \text { JP } \\ & 23.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 8.5 \end{aligned}$ | NL 5.6 | 99.9 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |


|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 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, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$02 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Miscellaneous edible preparations | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |



## Niger

## Basic statistics

| Current diversification (number of products) | 1,435 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,265 | Export opportunity in more complex products <br> (percentage) | 40 |
| Potential new products more complex than <br> the country's average | 3,145 | Import replacement opportunity in more <br> 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 | 6 |
| Organic chemicals | 6 |
| Pharmaceutical products | 6 |
| Iron and steel | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Vehicles other than railway, tramway | 3 |
| Articles of iron or steel | 3 |
| Paper \& paperboard, articles of pulp, paper and board | 3 |
| Sum of others with smaller share |  |
|  | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 35 |
| France | 7 | Western Europe | 22 |
| Germany | 7 | Northern America | 15 |
| China | 7 | Northern Europe | 8 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| Netherlands | 4 | South America | 3 |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 others with smaller share | 9 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| United Kingdom | 10 | Asia | 32 |
| USA | 9 | Western Europe | 24 |
| Germany | 9 | Northern Europe | 16 |
| France | 8 | Northern America | 11 |


| 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, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |



| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat,width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | NL $248.9$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN 655.6 | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730660) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & V N \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, $250-1000$ cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |


|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| :---: | :---: | :---: | :---: | :---: |
| (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 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 (USD million) |  | markets | 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 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | $\begin{aligned} & \mathrm{IE} \\ & 58.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \mathrm{CN} \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |
|  | (050690) Bones and horn-cores unworked or simply worked nes, \$0-5 | $\begin{aligned} & \mathrm{BE} \\ & 12.1 \end{aligned}$ | JP 5.3 | US 4.1 | 27.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |


|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (080410) Dates, fresh or dried, \$1- $6$ | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | BY 2.8 | ES 2.7 | 88.4 |
|  | (100890) Cereals unmilled nes, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | DE 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 5.8 \end{aligned}$ | 66.7 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \text { AU } \\ & 7.6 \end{aligned}$ | 66.2 |
|  | (110812) Maize (corn) starch, \$01 | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | AF $23.2$ | 258.6 |



|  | (180400) Cocoa butter, fat, oil, \$05 | $\begin{aligned} & \text { FR } \\ & 214.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 65.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 28.3 \end{aligned}$ | 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, \$1223 | 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, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
| Vegetable, fruit, nut, etc food preparations | $(200210)$ <br> whole/pieces, <br> prepared/preserved, <br> $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$12 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |



## Nigeria

## Basic statistics

| Current diversification (number of products) | 6,050 | Potential new products more complex <br> (percentage) | 84 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,558 | Export opportunity in more complex products <br> (percentage) | 68 |
| Potential new products more complex than <br> the country's average | 2,978 | Import replacement opportunity in more <br> 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 | 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 | Pum of others with smaller share <br> Inorganic chemicals, precious metal compound, isotopes <br> Miscellaneous chemical products <br> Sur |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 11 | Asia | 36 |
| China | 11 | Western Europe | 22 |
| Germany | 8 | Northern America | 14 |
| France | 5 | Northern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Italy | 4 | Eastern Europe | 7 |
| Japan | 3 | South America | 3 |
| India | 3 |  |  |
| Canada | 3 |  |  |
| Thailand | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Belgium | 3 |  |  |
| Others | 26 |  |  |

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
By regions

| Country | Percent |
| :--- | :--- |
| China | 23 |
| USA | 14 |
| Germany | 5 |
| France | 4 |
| United Kingdom | 4 |
| Netherlands | 3 |
| Italy | 3 |
| Japan | 3 |
| Others | 22 |


| 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, <br> unit price range | Top growing markets (USD <br> million) | Export <br> opportunity <br> (USD million) |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | \#1 | \#2 | \#3 |  |  |
| Inorganic <br> precious <br> compound, isotopes | chemicals, <br> metal | (282590) Metal bases, oxides, <br> hydroxides, peroxides, nes, \$1-25 | KR |  |  |
| 1123.4 | JP |  |  |  |  |
| 108.4 | CA <br> 41.3 | 1353.7 |  |  |  |
|  |  | (284190) Salts of oxymetallic or <br> peroxometallic acids nes, \$3-27 | KR <br> 828.6 | JP <br> 303.3 | US <br> 19.6 |
|  |  |  |  | 1179.2 |  |


|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | DE <br> 4992.3 | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |


| Miscellaneous chemical products | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | $\begin{aligned} & \text { (381800) Chemical } \\ & \text { element/compound wafers doped } \\ & \text { for electronic, } \$ 743-1791 \end{aligned}$ | SG 317 | JP 54 | US $52.5$ | 504.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$1736 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | ID 54.3 | 483.6 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
|  | (392062) $\quad$ Sheet/film not cellular/reinf terephthal, $\$ 9-21$ | $\begin{aligned} & \mathrm{CN} \\ & 1009.9 \end{aligned}$ | KR 45.1 | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 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 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
| Iron and steel | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | KR <br> 571.3 | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, \$0-0 | VN $261.3$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & B E \\ & 133.5 \end{aligned}$ | 1065.9 |


|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 3 4.75 mm , nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, 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 <br> 3149.7 | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (847989) Machines and <br> mechanical appliances nes, <br> \$2729-6609   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (842710) Self-propelled works trucks, electric motor, \$630518192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | $\begin{aligned} & \text { CZ } \\ & 85.7 \end{aligned}$ | FR 81.2 | 748.0 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 110.9 \end{aligned}$ | ES 66 | 568.4 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | NL 42.6 | 568.0 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$013 | US $313.6$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |



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 | $\begin{aligned} & C N \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |


|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & \text { HK } \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Fish, $\quad$ crustaceans,molluscs, <br> invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \text { AU } \\ & 2.6 \end{aligned}$ | $\begin{aligned} & C N \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |



| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 308.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120791) Poppy seeds, \$0-3 | AT 13.6 | NL 8.3 | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | 38.7 |
|  | (120930) Seed, flower, for sowing, \$0-26 | FR 6.4 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 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 | $\begin{gathered} \mathrm{AU} \\ 1.2 \end{gathered}$ | 16.9 |
| Animal,vegetable fats and oils, cleavage products, etc | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151919) <br> Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | LK 22.5 | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$815 | $\begin{aligned} & \text { US } \\ & 111.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 16.7 \end{aligned}$ | 183.4 |


|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 13.4 \end{aligned}$ | 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, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$613 | FR 7.2 | $\begin{aligned} & \text { SG } \\ & 5.4 \end{aligned}$ | NZ 4.8 | 34.0 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-0 | $\begin{aligned} & \text { MA } \\ & 13.4 \end{aligned}$ | AF 7.7 | KH 4.5 | 55.4 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Niue

## Basic statistics

| Current diversification (number of products) | 218 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,889 | Export opportunity in more complex products <br> (percentage) | 25 |
| Potential new products more complex than <br> the country's average | 1,975 | Import replacement opportunity in more <br> 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 |


| 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 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$25326 | US 658.4 | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | DE <br> 4992.3 | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | $\begin{aligned} & \text { US } \\ & 345 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | $\begin{aligned} & \text { PS } \\ & 87.2 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 59.8 \end{aligned}$ | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |


|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300510) Medical dressings etc. having an adhesive layer, \$14-51 | $\begin{aligned} & \text { DE } \\ & 104.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 93 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 46.2 \end{aligned}$ | 462.3 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & \text { CL } \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | $\begin{aligned} & \text { US } \\ & 1748.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Articles apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | US $1437.8$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |


|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (611010) Pullovers, cardigans etc of wool or hair, knit, \$64-126 | $\begin{aligned} & \text { GB } \\ & 122.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.5 \end{aligned}$ | 246.2 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-1$ | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t 4.75-10mm, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | NL 4.8 | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |


|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841850) <br> Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | AU $31.4$ | 905.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (851140) Starter motors, \$40-349 | $\begin{aligned} & \text { US } \\ & 1191.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 144 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 143.6 \end{aligned}$ | 1673.4 |
|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 3.5 \end{aligned}$ | AR 2.2 | 1168.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
|  | (901819) Electro-diagnostic apparatus, nes, \$65-2315 | $\begin{aligned} & \text { JP } \\ & 207.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 169.6 \end{aligned}$ | IN 57.6 | 535.7 |
|  | (901910) Massage and psychological aptitudetest apparatus, \$14-70 | $\begin{aligned} & \text { US } \\ & 370.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 20.6 \end{aligned}$ | 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 product nes | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040490) Natural milk products nes, \$01 | $\begin{aligned} & \text { FR } \\ & 25.6 \end{aligned}$ | DK 2 | $\begin{aligned} & \text { SK } \\ & 1.8 \end{aligned}$ | 41.2 |
| Edible vegetables and certain roots and tubers | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US <br> 947.3 | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |


| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \text { CN } \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$3-14 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130231) Agar-agar, \$16-57 | TH 8.9 | IN 2.1 | $\begin{aligned} & \text { VN } \\ & 1.6 \end{aligned}$ | 21.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | $\begin{aligned} & \mathrm{IE} \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | JP $32.4$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 18.5 \end{aligned}$ | 137.1 |


|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | US <br> 15.4 | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
|  | (170191) Refined sugar, in solid form, flavoured or coloured, \$1-6 | $\begin{aligned} & \text { GB } \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 2.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 1.6 \end{aligned}$ | 12.9 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | $\begin{aligned} & \text { ID } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |


|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
| Miscellaneous edible preparations | (210410) Soups and broths and preparations thereof, \$2-6 | US <br> 41.3 | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 5.6 \end{aligned}$ | 145.1 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210610) Protein concentrates and textured protein substances, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 27.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11 \end{aligned}$ | 105.3 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230990) Animal feed preparations nes, \$13-36 | $\begin{aligned} & \text { ES } \\ & 16.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 4.5 \end{aligned}$ | BR 3 | 38.4 |

## Norfolk Isds

## Basic statistics

| Current diversification (number of products) | 103 | Potential new products more complex <br> (percentage) | 57 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,235 | Export opportunity in more complex products <br> (percentage) | 17 |
| Potential new products more complex than <br> the country's average | 1,285 | Import replacement opportunity in more <br> 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 | 8 |
| Electrical, electronic equipment | 4 |
| 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 | 25 |
|  | 2 |

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 product nes | 16 |
| Cereal, flour, starch, milk preparations and products | 14 |
| Edible fruit, nuts, peel of citrus fruit, melons | 13 |


| 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 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15 | $\begin{aligned} & \text { BR } \\ & 133.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 83.1 \end{aligned}$ | 421.9 |
|  | (292249) Amino-acids nes, esters, salts thereof, \$0-3 | $\begin{aligned} & \text { US } \\ & 107.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 45.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.7 \end{aligned}$ | 295.5 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$0-25 | $\begin{aligned} & \mathrm{NL} \\ & 92.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 61.6 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 27.4 \end{aligned}$ | 279.3 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |


|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380820) Fungicides, packaged for retail sale, \$5-17 | $\begin{aligned} & \text { GB } \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 44.8 \end{aligned}$ | 415.4 |
|  | (380110) Artificial graphite, \$1-18 | $\begin{aligned} & \text { US } \\ & 150.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 90.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 19.4 \end{aligned}$ | 322.1 |
|  | (380890) Pesticides, rodenticides, nes, for retail sale, \$3-12 | IN 53.9 | $\begin{aligned} & \mathrm{NL} \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 30.3 \end{aligned}$ | 274.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (480300) Paper, household, sanitary, width > 36 centimetres, \$1-4 | $\begin{aligned} & \text { KE } \\ & 38.3 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 35.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.8 \end{aligned}$ | 345.4 |


| Articles of apparel, accessories, knit or crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | JP $207.4$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | AE $40.4$ | 244.1 |
| Articles of apparel, accessories, not knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & R U \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | US $110.3$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
|  | (621210) Brassieres and parts thereof, \$104204 | DE 66 | $\begin{aligned} & \text { FR } \\ & 32.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 31.2 \end{aligned}$ | 229.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1 | $\begin{aligned} & R U \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |



| (900190) Prisms, mirrors and optical elements nes, unmounted, \$68-651 | $\begin{aligned} & \text { HK } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { IL } \\ & 24.1 \end{aligned}$ | 475.9 |
| :---: | :---: | :---: | :---: | :---: |
| (902830) Electricity supply, production and calibrating meters, \$0-60 | US <br> 104.1 | $\begin{aligned} & \text { IT } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 43.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \text { RU } \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
| Edible vegetables and certain roots and tubers | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (071339) Beans dried, shelled, nes, \$12 | $\begin{aligned} & \text { CA } \\ & 15.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | GB 3 | 40.8 |


|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 3.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \mathrm{AE} \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN <br> 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$3-14 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (130231) Agar-agar, \$16-57 | TH 8.9 | IN 2.1 | $\begin{aligned} & V N \\ & 1.6 \end{aligned}$ | 21.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |




## North Macedonia

## Basic statistics

| Current diversification (number of products) | 5,126 | Potential new products more complex <br> (percentage) | 80 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,602 | Export opportunity in more complex products <br> (percentage) | 64 |
| Potential new products more complex than <br> the country's average | 2,896 | Import replacement opportunity in more <br> 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 | 4 |  |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 30 | Asia | 52 |
| USA | 8 | Western Europe | 17 |
| Germany | 6 | Northern America | 10 |
| France | 4 | Northern Europe | 6 |
| Italy | 3 | Southern Europe | 5 |
| Thailand | 3 | Eastern Europe | 4 |
| Netherlands | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 21 |  |  |

## 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 product nes | 11 |
| Animal,vegetable fats and oils, cleavage products, etc | 10 |


| 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 By regions

| Country | Percent |
| :--- | :--- |
| USA | 13 |
| China | 10 |
| Germany | 5 |
| United Kingdom | 4 |
| Rep. of Korea | 4 |
| Japan | 4 |
| France |  |


| Region | Percent |
| :--- | :--- |
| Asia | 39 |
| Western Europe | 19 |
| Northern America | 15 |
| Northern Europe | 10 |
| Southern Europe | 6 |
| Eastern Europe | 5 |


| 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 | $\begin{aligned} & \text { CN } \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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,preciousmetal <br> compound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE 668.9 | $\begin{aligned} & \text { CN } \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | JP $303.3$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |


|  | (283620) Disodium carbonate, \$00 | $\begin{aligned} & \text { TH } \\ & 116.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 47.2 \end{aligned}$ | 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, \$25354 | US 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300220) Vaccines, human use, \$154-845 | BE 2807 | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64 | US 267.5 | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$64342 | $\begin{aligned} & \mathrm{CN} \\ & 114.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 51.9 \end{aligned}$ | JP 30 | 303.5 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL $88.1$ | IT 85.1 | 1132.3 |


|  | (392062) $\quad$ Sheet/filmnot <br> cellular/reinf <br> terephthal, $\$ 9-21$ polyethylene | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | ID 228.6 | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US $111.7$ | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
| Iron and steel | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720822) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t $4.75-10 \mathrm{~mm}$, nes, \$0-0 | IT 188.6 | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | TR 71.4 | 530.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0 | $\begin{aligned} & C N \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 151.9 \end{aligned}$ | LK 41.6 | 451.3 |
|  | (720711) Rectangular iron or nonalloy steel bars, $<.25 \%$ C, width< twice thicknes, \$0-3 | $\begin{aligned} & \text { TH } \\ & 292.3 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 52.6 \end{aligned}$ | LK 14.1 | 412.0 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1818.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | ES 335.1 | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | ES 609.7 | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (842720) Self-propelled works trucks, non-electric, \$1202040163 | $\begin{aligned} & R U \\ & 204.1 \end{aligned}$ | FR 73.7 | $\begin{aligned} & \text { GB } \\ & 53.6 \end{aligned}$ | 684.3 |


|  | (845710) Machining centres, for working metal, \$38624-140463 | FR 210.7 | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870190) Wheeled tractors nes, \$47189-103585 | US 434 | $\begin{aligned} & \text { GB } \\ & 350.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 213.8 \end{aligned}$ | 1571.5 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | ES 418.7 | $\begin{aligned} & \text { NL } \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \text { (900130) Contact lenses, \$0-1 } & \text { US } \\ 445.7\end{array}\right)$

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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < $6 \%$ fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |


|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 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, \$01 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | US 18.7 | NL 5.4 | DE 4.2 | 64.1 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & C A \\ & 4.2 \end{aligned}$ | 48.3 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | US 6.3 | $\begin{aligned} & \mathrm{CN} \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$4-7 | $\begin{aligned} & \mathrm{CN} \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 29.7 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 6.9 \end{aligned}$ | 100.5 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | US 8.2 | SA 5.5 | 60.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |


|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | US 41.7 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 271.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 101.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 59.1 \end{aligned}$ | 703.1 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |


|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$814 | DE 23.9 | $\begin{aligned} & \text { CA } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.8 \end{aligned}$ | 85.8 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 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, \$49 | MU 2.2 | US 1.2 | CN . 5 | 7.4 |
|  | (190240) Couscous, \$1-3 | NL 1.1 | US 1 | CZ . 9 | 7.0 |



|  |  | (230890) Vegetable wastes and residues nes for animal feed, \$0-0 | $\begin{aligned} & \text { MA } \\ & 13.4 \end{aligned}$ | AF 7.7 | KH 4.5 | 55.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tobacco manufactured substitutes | $\begin{array}{r} \text { and } \\ \text { tobacco } \end{array}$ | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Norway

## Basic statistics

| Current diversification (number of products) | 14,018 | Potential new products more complex <br> (percentage) | 70 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,654 | Export opportunity in more complex products <br> (percentage) | 52 |
| Potential new products more complex than <br> the country's average | 1,160 | Import replacement opportunity in more <br> 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 | 29 |
| Sum of others with smaller share | 3 |

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

| Country | Percent |
| :--- | :--- |
| USA | 11 |
| China | 10 |
| France | 5 |
| Netherlands | 4 |
| Germany | 4 |


| Region | Percent |
| :--- | :--- |
| Asia | 39 |
| Western Europe | 18 |
| Northern America | 13 |
| Southern Europe | 8 |
| Eastern Europe | 7 |
| Northern Europe | 6 |
| South America | 3 |


| Rep. of Korea | 3 |  |
| :--- | :--- | :--- |
| Thailand | 3 |  |
| India | 3 |  |
| United Kingdom | 3 |  |
| Japan | 3 |  |
| Others | 29 |  |

## 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 |


| 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 |


| 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | AT 64.3 | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |




|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720822) Hot rolled iron or non-alloy steel, coil,width >600mm, t 4.7510 mm , nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
| Machinery \& mech appliance etc | (845710) Machining centres, for working metal, \$140463-293222 | $\begin{aligned} & \text { CN } \\ & 918.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 219 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 44.5 \end{aligned}$ | 1327.6 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (845129) Drying machines, nes, \$336-4747 | $\begin{aligned} & \text { US } \\ & 592.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2.1 \end{aligned}$ | 657.5 |
|  | (847710) Injection-moulding machines for rubber or plastic, \$90066-209262 | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 34.5 \end{aligned}$ | 391.9 |
|  | (843410) Milking machines, \$67351879 | DE 109 | $\begin{aligned} & \text { FR } \\ & 68.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 30.2 \end{aligned}$ | 374.1 |
| Electrical, electronic equipment | (850230) Electric generating sets, nes, \$102223-453892 | $\begin{aligned} & \mathrm{NL} \\ & 366.9 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 319.5 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 107 \end{aligned}$ | 1326.1 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (854130) Thyristors/diacs/triacs, except photosensitive device, \$0-203 | $\begin{aligned} & \text { BR } \\ & 104.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 4.9 \end{aligned}$ | IN 3.4 | 118.4 |
|  | (851650) Microwave ovens, \$147275 | DE 43.5 | PL 9.5 | $\begin{aligned} & \text { CA } \\ & 8.4 \end{aligned}$ | 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 semitrailers (truck tractors), \$76646164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |


| (870710) Bodies for passenger carrying vehicles, \$3226-7897 | $\begin{aligned} & \text { GB } \\ & 350.2 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.5 \end{aligned}$ | 418.4 |
| :---: | :---: | :---: | :---: | :---: |
| (870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331 | US $198.4$ | $\begin{aligned} & \text { SE } \\ & 10.8 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 8.1 \end{aligned}$ | 248.5 |
| (870790) Bodies for tractors, buses, trucks etc, \$8466-20689 | GB 74 | $\begin{aligned} & \mathrm{NL} \\ & 37.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 31.8 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | GB 8.7 | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
| Dairy products, eggs, honey, edible animal product nes | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
|  | (041000) Edible products of animal origin nes, \$5-56 | $\begin{aligned} & \mathrm{TH} \\ & 45.9 \end{aligned}$ | MO 11 | VN 3.6 | 68.2 |
|  | (040229) Milk and cream powder sweetened < $1.5 \%$ fat, \$7-14 | IT 16.5 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | AU 3.1 | 33.4 |


|  | (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 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | ES 7.8 | HU 4.6 | 57.0 |
|  | (050690) Bones and horn-cores unworked or simply worked nes, \$0-5 | $\begin{aligned} & \mathrm{BE} \\ & 12.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 62.5 \end{aligned}$ | CA 5 | DE 1.5 | 74.4 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080240) Chestnuts, fresh or dried, \$2-7 | $\begin{aligned} & \text { JP } \\ & 17.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | DE 1.8 | 24.7 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | $\begin{aligned} & \text { PL } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | US 10 | 64.9 |


|  | (110311) Wheat meal, \$1-3 | $\begin{aligned} & N G \\ & 4.2 \end{aligned}$ | PL 2.3 | US . 6 | 7.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | 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 | $\begin{gathered} \mathrm{HU} \\ 1.3 \end{gathered}$ | SI . 9 | 4.4 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 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, \$12 | 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 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |



| Residues, wastes of food industry, animal fodder | (230640) Rape or colza seed oil-cake and other solid residues, \$0-0 | CN 89 | TH 58 | $\begin{aligned} & \text { ES } \\ & 38.4 \end{aligned}$ | 293.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |

## Oman

## Basic statistics

| Current diversification (number of products) | 4,320 | Potential new products more complex <br> (percentage) | 80 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,049 | Export opportunity in more complex products <br> (percentage) | 62 |
| Potential new products more complex than <br> the country's average | 3,242 | Import replacement opportunity in more <br> 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 | 4 |
| Plastics and articles thereof | 6 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Miscellaneous chemical products | 3 |
| Articles of iron or steel | 2 |
| Sum of others with smaller share | 2 |

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

| 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 |


| 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 |


| Residues, wastes of food industry, animal fodder | 12 |
| :--- | :--- | :--- |
| Meat and edible meat offal | 9 |
| Dairy products, eggs, honey, edible animal product nes | 8 |
| Vegetable, fruit, nut, etc food preparations | 7 |
| Oil seed, oleagic 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 others with smaller share | 5 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 36 |
| China | 8 | Western Europe | 19 |
| Germany | 7 | Northern America | 13 |
| United Kingdom | 5 | Northern Europe | 10 |


| 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 $\quad$ metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE 668.9 | $\begin{aligned} & C N \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US <br> 113.6 | FR 60.5 | 530.2 |


|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | FR 74.8 | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | ES 265 | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660 | IE $383.8$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
| Plastics and articles thereof | (392062) Sheet/film not <br> cellular/reinf <br> terephthal, <br> \$9-21 polyethylene | $\begin{aligned} & \mathrm{CN} \\ & 1009.9 \end{aligned}$ | KR 45.1 | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |


|  | (391810) Floor, wall, ceiling cover, roll, tile, vinyl chlorid, \$0-2 | $\begin{aligned} & \text { FR } \\ & 179.4 \end{aligned}$ | ID 54 | $\begin{aligned} & \text { GB } \\ & 34.5 \end{aligned}$ | 488.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390930) Amino-resins nes, in primary forms, \$1-4 | $\begin{aligned} & \text { CA } \\ & 248.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 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 nonalloy steel, coil,width $>600 \mathrm{~mm}$, 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 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 3 4.75 mm , nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US <br> 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$0-1 | $\begin{aligned} & \mathrm{RU} \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity $<501$ closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & R U \\ & 40.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 27.2 \end{aligned}$ | 276.5 |


$\left.\begin{array}{|l|l|l|l|l|l|}\hline & \begin{array}{l}\text { (870423) Diesel powered trucks } \\ \text { weighing }>\text { 20 tonnes, \$33584- } \\ 86409\end{array} & \begin{array}{l}\text { RU } \\ 957.4\end{array} & \text { ES 249 } & \text { FR } \\ 137.8\end{array}\right)$

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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |


|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040410) Whey, \$0-2 | $\begin{aligned} & \text { IE } \\ & 58.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040630) Cheese processed, not grated or powdered, \$3-7 | $\begin{aligned} & \text { DE } \\ & 73.9 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 30.5 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 23.3 \end{aligned}$ | 262.2 |
|  | (040490) Natural milk products nes, \$1-5 | $\begin{aligned} & \text { IT } \\ & 56.7 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & V N \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \text { NE } \\ & 41.5 \end{aligned}$ | IT 21.3 | 335.1 |



|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | $\begin{aligned} & \mathrm{IN} \\ & 54.7 \end{aligned}$ | SA 8.8 | NZ 8.3 | 124.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$815 | $\begin{aligned} & \text { US } \\ & 111.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 16.7 \end{aligned}$ | 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 <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | $\begin{aligned} & \text { IE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | DE 5.5 | 48.3 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10 | $\begin{aligned} & \text { DK } \\ & 19.7 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180610) Cocoa powder, sweetened, \$8-17 | $\begin{aligned} & \text { GB } \\ & 14.5 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 6.2 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190230) Pasta except uncooked or stuffed, \$3-7 | $\begin{aligned} & \text { US } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 14.7 \end{aligned}$ | PL 6.3 | 68.2 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190510) Crispbread, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | DK 5.3 | 56.9 |
|  | (190490) Cereals, except maize grain, prepared nes, \$5-10 | $\begin{aligned} & \text { JM } \\ & 14.2 \end{aligned}$ | DE 5.6 | $\begin{aligned} & \mathrm{MM} \\ & 5.3 \end{aligned}$ | 32.2 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-0 | $\begin{aligned} & \text { FR } \\ & 342.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 69.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 58.3 \end{aligned}$ | 827.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | AU 6.3 | JP 2.7 | 159.8 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7 | $\begin{aligned} & \mathrm{HK} \\ & 16.4 \end{aligned}$ | US 9.1 | TH 7.6 | 57.1 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \mathrm{RU} \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
| Residues, wastes of food industry, animal fodder | (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |


| (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
| :---: | :---: | :---: | :---: | :---: |
| (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
| (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |

## Pakistan

## Basic statistics

| Current diversification (number of products) | 8,972 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,654 | Export opportunity in more complex products <br> (percentage) | 45 |
| Potential new products more complex than <br> the country's average | 2,157 | Import replacement opportunity in more <br> 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 | 7 |
| Electrical, electronic equipment | 5 |
| Plastics and articles thereof | 4 |
| Optical, photo, technical, medical, etc apparatus | 8 |
| Inorganic chemicals, precious metal compound, isotopes | 4 |
| Copper and articles thereof | 3 |
| Meat and edible meat offal | 3 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 38 |
| China | 10 | Western Europe | 20 |
| Germany | 6 | Northern America | 14 |
| France | 5 | Northern Europe | 8 |
| Rep. of Korea | 4 | Eastern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Japan | 3 | South America | 4 |
| Belgium | 3 |  |  |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| 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 |
| Segetable, fruit, nut, etc food preparations | Sum others with smaller share 1 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 28 | Asia | 46 |
| USA | 6 | Western Europe | 16 |
| China, Hong Kong SAR | 5 | Northern Europe | 11 |
| Germany | 5 | Eastern Europe | 7 |
| France | 5 | Northern America | 7 |


| 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 88.4 \end{aligned}$ | NL 76.9 | 612.0 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | DK 16.7 | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | JP 13.8 | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Inorganicchemicals, <br> precious <br> compound, <br> cotal <br> cotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | CA 41.3 | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | US 19.6 | 1179.2 |


|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | FI 189.5 | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | DE 20.4 | 467.7 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | US 55.8 | 416.6 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | IT 379.9 | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Plastics and articles thereof | (392062) Sheet/film not <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
|  | (390930) Amino-resins nes, in primary forms, \$1-4 | $\begin{aligned} & \text { CA } \\ & 248.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 20.1 \end{aligned}$ | US 15.4 | 378.5 |


| Iron and steel | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | JP 268 | PH 69.7 | 1370.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | VN $261.3$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | BE 92.6 | $\begin{aligned} & \text { TH } \\ & 89.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0 | $\begin{aligned} & C N \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 151.9 \end{aligned}$ | LK 41.6 | 451.3 |
| Copper and articles thereof | (740311) Copper cathodes and sections of cathodes unwrought, \$6-6 | AE <br> 1449.3 | IN 336 | $\begin{aligned} & \text { EG } \\ & 237.1 \end{aligned}$ | 2902.6 |
|  | (741110) Pipes or tubes, refined copper, \$0-7 | IN 151.5 | $\begin{aligned} & \text { FR } \\ & 113.7 \end{aligned}$ | $\begin{aligned} & D E \\ & 102.2 \end{aligned}$ | 945.8 |
|  | (740110) Copper mattes, \$1-12 | $\begin{aligned} & R U \\ & 132.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 29.5 \end{aligned}$ | UZ 23.8 | 232.7 |
|  | (741011) Foil of refined copper, not backed, t < $0.15 \mathrm{~mm}, \$ 7-32$ | US 51.8 | $\begin{aligned} & \text { PL } \\ & 46.8 \end{aligned}$ | KR 29.2 | 184.9 |
|  | (741021) Foil of refined copper, backed, $\mathrm{t}<\mathbf{0 . 1 5 \mathrm { mm } , \$ 1 2 - 7 6}$ | CN 99 | $\begin{aligned} & \mathrm{HK} \\ & 27.8 \end{aligned}$ | PH 12.7 | 151.6 |
| Machinery \& mech appliance etc | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | CA 39.6 | 671.1 |


|  | $\begin{aligned} & \text { (847710) Injection-moulding } \\ & \text { machines for rubber or plastic, } \\ & \$ 10602-90066 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 109.6 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 106.7 \end{aligned}$ | BR 63.6 | 666.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (845129) Drying machines, nes, \$336-4747 | $\begin{aligned} & \text { US } \\ & 592.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | CN 2.1 | 657.5 |
| Electrical, electronic equipment | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, $\$ 1258$-3160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, $\$ 0-13$ | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$30802-87805 | EG 73 | $\begin{aligned} & \text { NG } \\ & 44.1 \end{aligned}$ | JP 42.1 | 495.9 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |
|  | (870130) Track-laying tractors (crawlers), \$10200-147074 | $\begin{aligned} & \text { US } \\ & 494.9 \end{aligned}$ | FR 9.5 | ET 6.5 | 540.3 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (900130) Contact lenses, \$0-1 | $\begin{aligned} & \text { US } \\ & 445.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | BE 79.7 | 886.2 |


| (902219) Non-medical X-ray equipment, \$11306-42823 | JP 65.5 | $\begin{aligned} & \text { US } \\ & 51.8 \end{aligned}$ | FR 39.5 | 415.8 |
| :---: | :---: | :---: | :---: | :---: |
| (902830) Electricity supply, production and calibrating meters, \$0-60 | US $104.1$ | IT 72.9 | $\begin{aligned} & \text { GB } \\ & 43.7 \end{aligned}$ | 384.2 |
| (903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28 | $\begin{aligned} & \text { US } \\ & 350.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$01 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Fish, crustaceans, <br> molluscs, aquatic <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | FI 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030614) Crabs, frozen, \$24-51 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | DE 2.9 | 167.8 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \mathrm{PH} \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |



|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | PL 12.5 | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
|  | (120922) Seed, clover, for sowing, \$2-5 | CA 4.8 | DE 4.8 | $\begin{aligned} & \text { US } \\ & 3.9 \end{aligned}$ | 20.9 |
| Animal, vegetable fats and oils, cleavage products, etc | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151911) Stearic acid, \$0-2 | PL 13.6 | $\begin{aligned} & \text { CA } \\ & 12.2 \end{aligned}$ | BE 5.6 | 45.0 |



|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$716 | US 8.7 | DE 7.7 | ES 3.2 | 32.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200880) Strawberries, otherwise prepared or preserved, \$1-5 | DE 9.7 | $\begin{aligned} & \text { GB } \\ & 3.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | 26.1 |
|  | (200930) Citrus juice nes (one fruit) not fermented or spirite, \$37 | FR 5.5 | $\begin{aligned} & \text { GB } \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 2.2 \end{aligned}$ | 14.4 |
| Beverages, spirits and vinegar | (220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2 | FR 40.1 | $\begin{aligned} & \text { RU } \\ & 32.6 \end{aligned}$ | LV 8.9 | 89.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 67.1 |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$622 | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | TR 17.8 | $\begin{aligned} & \mathrm{NL} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 5.1 \end{aligned}$ | 46.8 |

## Palau

## Basic statistics

| Current diversification (number of products) | 127 | Potential new products more complex <br> (percentage) | 61 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,748 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 1,065 | Import replacement opportunity in more <br> 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 8 |  | Western Europe |
| China | 21 |  |  |
| Germany | 5 | Northern America | 17 |
| Japan | 4 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 6 |
| Italy | Southern Europe | 6 |  |
| Belgium | 3 | South America | 3 |
| Thailand | 3 |  |  |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| Others | 26 |  |  |
| P |  |  |  |
| P |  |  |  |

## 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 | 17 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 32 |
| Russian Federation | 9 | Western Europe | 21 |
| France | 7 | Eastern Europe | 13 |


| 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 |  |  |  |  |

## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Pharmaceutical products | (300490) Medicaments nes, in dosage, \$157352 | $\begin{aligned} & \text { US } \\ & 3289.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 2563.2 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 627.7 \end{aligned}$ | 9319.5 |
|  | (300420) Antibiotics nes, in dosage, \$27-143 | US $449.9$ | $\begin{aligned} & \text { IT } \\ & 108.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 96.4 \end{aligned}$ | 1242.6 |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | $\begin{aligned} & \text { PS } \\ & 87.2 \end{aligned}$ | IE 59.8 | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$0-70 | $\begin{aligned} & \text { GB } \\ & 283.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 78.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 31.3 \end{aligned}$ | 459.8 |
|  | (300450) Vitamins, derivatives,in dosage, \$1678 | $\begin{aligned} & \text { RU } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 59.2 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 35.6 \end{aligned}$ | 414.9 |


| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 3812.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 142.8 \end{aligned}$ | 5488.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) <br> Paper, <br> coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \mathrm{TH} \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$16-47 | US <br> 1437.8 | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | $\begin{aligned} & \text { FR } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 127.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 99.3 \end{aligned}$ | 589.3 |
|  | (611120) Babies garments, accessories of cotton, knit, \$0-20 | PL 105 | $\begin{aligned} & \text { GB } \\ & 76.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.9 \end{aligned}$ | 513.2 |


|  | (611592) Hosiery nes, of cotton, knit, \$0-14 | $\begin{aligned} & \text { FR } \\ & 83.5 \end{aligned}$ | DE 81 | $\begin{aligned} & \text { ES } \\ & 56.9 \end{aligned}$ | 511.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
| Articles of apparel, accessories, not knit or crochet | (621010) Garments made up of textile felts and nonwoven fabric, \$7-27 | US $630.6$ | $\begin{aligned} & \text { JP } \\ & 52.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 24.5 \end{aligned}$ | 809.8 |
|  | (620469) Womens, girls trousers, shorts, material nes, not kni, \$0-9 | $\begin{aligned} & \text { DE } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 40.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 36.8 \end{aligned}$ | 330.7 |
|  | (620292) Womens, girls anoraks etc of cotton, not knit, \$14-51 | $\begin{aligned} & \text { FR } \\ & 76.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 46.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 42.1 \end{aligned}$ | 316.7 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2 | $\begin{aligned} & V N \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 90.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 33.6 \end{aligned}$ | 490.9 |
|  | (732599) Cast articles of iron or steel, nes, \$222 | US <br> 179.1 | $\begin{aligned} & \text { PL } \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 40.5 \end{aligned}$ | 473.3 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730830) Doors, windows, frames of iron or steel, \$3-12 | $\begin{aligned} & \text { DE } \\ & 68.1 \end{aligned}$ | US 48 | $\begin{aligned} & \mathrm{PH} \\ & 34.1 \end{aligned}$ | 346.1 |
| Aluminium and articles thereof | (760110) Aluminium unwrought, not alloyed, \$0-1 | $\begin{aligned} & \text { KR } \\ & 1632.1 \end{aligned}$ | JP $1575.9$ | $\begin{aligned} & \text { TR } \\ & 850.8 \end{aligned}$ | 4877.8 |
|  | (760429) Bars, rods and other profiles, aluminium alloyed, \$0-3 | $\begin{aligned} & \text { DE } \\ & 406.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 61.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 53.4 \end{aligned}$ | 811.0 |


|  | (761090) Aluminium structures and parts nes, for construction, \$5-16 | ID 166 | $\begin{aligned} & \text { GB } \\ & 53.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 48.2 \end{aligned}$ | 689.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (761290) Aluminium casks, drums, boxes etc, capacity <300 litr, \$0-5 | $\begin{aligned} & \text { FR } \\ & 140.1 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 81.6 \end{aligned}$ | $\begin{aligned} & C Z \\ & 36.5 \end{aligned}$ | 477.1 |
|  | (761290) Aluminium casks, drums, boxes etc, capacity <300 litr, \$5-21 | GB 68 | $\begin{aligned} & \text { AT } \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | 407.1 |
| Machinery \& mech appliance etc | (841510) Air conditioners window/wall types, self-contained, \$303-375 | $\begin{aligned} & \text { VN } \\ & 786.2 \end{aligned}$ | $\begin{aligned} & R U \\ & 362.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 312.7 \end{aligned}$ | 2695.8 |
|  | (847990) Parts of machines and mechanical appliances nes, \$101-223 | $\begin{aligned} & \mathrm{CN} \\ & 1325.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 357.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 124.7 \end{aligned}$ | 2293.1 |
|  | (841810) Combined refrigerator-freezers, two door, \$272-507 | $\begin{aligned} & \text { FR } \\ & 559.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 215.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 161.8 \end{aligned}$ | 1770.3 |
|  | (841290) Parts of hydraulic/pneumatic/other power engines, \$0-17 | $\begin{aligned} & \text { ES } \\ & 299.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 157.7 \end{aligned}$ | 1239.5 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854430) Ignition/other wiring sets for vehicles/aircraft/ship, \$0-20 | $\begin{aligned} & \text { IT } \\ & 229.6 \end{aligned}$ | FR 188 | $\begin{aligned} & \text { ES } \\ & 183.9 \end{aligned}$ | 1107.4 |
|  | (853400) Electronic printed circuits, \$0-66 | $\begin{aligned} & \text { JP } \\ & 660.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 202.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 33.5 \end{aligned}$ | 1084.8 |
|  | (851830) Headphones, earphones, combinations, \$7-108 | $\begin{aligned} & \mathrm{CN} \\ & 218.4 \end{aligned}$ | AU <br> 179.2 | $\begin{aligned} & \text { CA } \\ & 165.2 \end{aligned}$ | 1041.5 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 86.1 \end{aligned}$ | 1021.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
| :---: | :---: | :---: | :---: | :---: |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |
| (903290) Parts and accessories for automatic controls, \$41-198 | $\begin{aligned} & V N \\ & 170.4 \end{aligned}$ | JP $114.6$ | $\begin{aligned} & \mathrm{CN} \\ & 93.9 \end{aligned}$ | 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 (USD million) |  | markets | 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 | $\begin{aligned} & \mathrm{NL} \\ & 64.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 31.7 \end{aligned}$ | 291.2 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blueveined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & C N \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$13 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
|  | (040490) Natural milk products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 25.6 \end{aligned}$ | DK 2 | SK 1.8 | 41.2 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$1-16 | $\begin{aligned} & \mathrm{NL} \\ & 261 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 92.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 91.7 \end{aligned}$ | 764.3 |



|  | (120999) Seed, fruits and spores for sowing, nes, \$6-139 | NL 4.9 | JP 4.6 | $\begin{gathered} \mathrm{AU} \\ 3.8 \end{gathered}$ | 35.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151620) Veg fats, oils or fractions hydrogenated, esterified, \$0-1 | $\begin{aligned} & \text { RU } \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 50.2 \end{aligned}$ | IT 44 | 271.8 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE <br> 14.3 | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoapreparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | FR 206 | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, $>2 \mathrm{k}, \$ 4-12$ | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |



|  | (210410) Soups and broths and preparations thereof, \$0-2 | $\begin{aligned} & \text { CA } \\ & 214 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 37.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.5 \end{aligned}$ | 331.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$0-4 | $\begin{aligned} & \text { PH } \\ & 160.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 13.4 \end{aligned}$ | 326.2 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220110) Mineral and aerated waters not sweetened or flavoured, \$0-1 | $\begin{aligned} & \text { US } \\ & 71.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 18.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 18.4 \end{aligned}$ | 229.8 |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$1-2 | $\begin{aligned} & \text { CA } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 14.9 \end{aligned}$ | $\begin{aligned} & R U \\ & 7.1 \end{aligned}$ | 72.2 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$0-4 | $\begin{aligned} & \text { TH } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 77.7 \end{aligned}$ | $\begin{aligned} & \text { PS } \\ & 58.3 \end{aligned}$ | 802.1 |

## Panama

## Basic statistics

| Current diversification (number of products) | 7,054 | Potential new products more complex <br> (percentage) | 83 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,103 | Export opportunity in more complex products <br> (percentage) | 71 |
| Potential new products more complex than <br> the country's average | 2,570 | Import replacement opportunity in more <br> 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 | 6 |
| Vehicles other than railway, tramway | 5 |
| Electrical, electronic equipment | 5 |
| Plastics and articles thereof | 4 |
| Pharmaceutical products | 40 |
| Inorganic chemicals, precious metal compound, isotopes | 4 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| Copper and articles thereof | 39 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 11 | Asia | 40 |
| China | 10 | Western Europe | 18 |
| France | 6 | Northern America | 13 |
| Germany | 5 | Southern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Eastern Europe | 6 |
| Italy | 4 | South America | 3 |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Spain | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 18 | Asia | 46 |
| Germany | 7 | Western Europe | 15 |
| USA | 7 | Northern Europe | 10 |


| 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 metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE $668.9$ | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \text { CN } \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | VN 183.7 | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |




|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US $149.1$ | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (842720) Self-propelled works trucks, non-electric, \$0-12020 | $\begin{aligned} & \text { CA } \\ & 431.8 \end{aligned}$ | NL 50.3 | $\begin{aligned} & \text { ES } \\ & 44.8 \end{aligned}$ | 659.1 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | $\begin{aligned} & \text { IN } \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$30802-87805 | EG 73 | $\begin{aligned} & \text { NG } \\ & 44.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 42.1 \end{aligned}$ | 495.9 |
|  | (850423) $\quad$ Liquid $\quad$ dielectric transformers $>10,000$ KVA, $\$ 2387$ - 392273 | FR 66.9 | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CI} \\ & 26.7 \end{aligned}$ | 442.3 |
| Vehicles other than railway, tramway | (870331) Automobiles, diesel engine of <1500 cc, \$16275-32659 | $\begin{aligned} & \text { IT } \\ & 1372.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 715.6 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 419.8 \end{aligned}$ | 3740.6 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & R U \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 159.9 \end{aligned}$ | AT <br> 115.5 | 1368.0 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \mathrm{PH} \\ & 68.5 \end{aligned}$ | 884.4 |


| Optical, photo, technical, medical, etc apparatus | (902111) Artificial joints, \$3461061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (900130) Contact lenses, \$0-1 | US $445.7$ | JP $124.8$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
|  | (902730) Spectrometers, spectrophotometers, etc using light, $\$ 3396-16538$ | $\begin{aligned} & \mathrm{CN} \\ & 200.9 \end{aligned}$ | US $193.6$ | IN 108 | 787.4 |
|  | (902830) Electricity supply, production and calibrating meters, \$0-60 | $\begin{aligned} & \text { US } \\ & 104.1 \end{aligned}$ | IT 72.9 | $\begin{aligned} & \text { GB } \\ & 43.7 \end{aligned}$ | 384.2 |
|  | (900211) Objective lenses for cameras, projectors, etc, \$7121446 | $\begin{aligned} & \text { GB } \\ & 57.3 \end{aligned}$ | MY 45 | $\begin{aligned} & \text { DE } \\ & 31.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Fish, $\quad$ crustaceans, molluscs, invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |


|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 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 product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AE} \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
| Edible vegetables and certain roots and tubers | (070940) Celery, other than celeriac, fresh or chilled, \$1-3 | $\begin{aligned} & \text { CA } \\ & 108.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | PL 21.3 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |

$\left.\left.\begin{array}{|l|l|l|l|l|l|}\hline & \begin{array}{l}\text { (081020) Raspberry, blackberry, } \\ \text { mulberry and loganberry, fresh, } \\ \text { \$4-12 }\end{array} & & \text { US 276 } & \text { GB } \\ 57.5\end{array}\right) \begin{array}{l}\text { DE } \\ 42.4\end{array}\right)$



## Papua New Guinea

## Basic statistics

| Current diversification (number of products) | 1,102 | Potential new products more complex <br> (percentage) | 69 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,821 | Export opportunity in more complex products <br> (percentage) | 36 |
| Potential new products more complex than <br> the country's average | 2,628 | Import replacement opportunity in more <br> 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 | 6 |
| Iron and steel | 6 |
| Optical, photo, technical, medical, etc apparatus | 6 |
| Organic chemicals | 3 |
| 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 | 31 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 36 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 16 |
| Thailand | 5 | Eastern Europe | 8 |
| Germany | 5 | Northern Europe | 6 |
| Netherlands | 4 | Southern Europe | 6 |
| United Kingdom | 3 | South America | 3 |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| 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 others with smaller share | 5 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 15 | Asia | 43 |
| USA | 9 | Western Europe | 16 |
| Germany | 8 | Northern America | 11 |
| United Kingdom | 6 | Northern Europe | 10 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
|  | (285100) Inorganic compounds, liquid/compressed air,amalgams ne, \$2-35 | US $416.3$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290122) Propene (propylene), \$0-7 | $\begin{aligned} & \text { US } \\ & 191.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 64.7 \end{aligned}$ | 939.2 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |


|  | (480252) Paper, fine, woodfree, 40-150 g/m2, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | $\begin{aligned} & \mathrm{PH} \\ & 39.2 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 29.3 \end{aligned}$ | 333.7 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <50I closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |


| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, $\$ 582-2464$ | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (840820) Engines, diesel, for motor vehicles, \$0-771 | US 242 | $\begin{aligned} & \text { GB } \\ & 208.1 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 149.8 \end{aligned}$ | 776.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \text { RU } \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | US <br> 126.2 | PL 98 | 666.8 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (021020) Bovine meat salted, dried or smoked, \$6-22 | ES 8.5 | IT 4.2 | $\begin{aligned} & \text { GB } \\ & 3.8 \end{aligned}$ | 23.1 |
| Dairy products, eggs, honey, edible animal product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \text { RU } \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |


|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN <br> 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | $\begin{aligned} & \text { (110812) Maize (corn) starch, \$0- } \\ & 1 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 308.5 |



|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | Fl 10.7 | 121.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(170410)$ Chewing gum <br> containing sugar, except <br> medicinal, $\$ 2-10$   | AE 14.3 | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | US 59.1 | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 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, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | US 50.4 | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$24 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |


| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | JP 32.4 | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$2-5 | CZ 23.4 | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | US 52.6 | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | 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, \$2046 | 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 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Paraguay

## Basic statistics

Current diversification (number of products)

| Potential new products more complex |
| :--- |
| (percentage) |

Potential new products more complex than
the country's average the country's average

Potential new products
2,115

4,136

3,134 (percentage) complex products (percentage)

Export opportunity in more complex products

Import replacement opportunity in more

## 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 | 5 |
| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 12 | Asia | 34 |
| Germany | 8 | Western Europe | 23 |
| France | 6 | Northern America | 14 |
| China | 6 | Eastern Europe | 8 |
| Netherlands | 4 | Southern Europe | 8 |
| Japan | 3 | Northern Europe | 7 |
| Rep. of Korea | 3 | South America | 3 |
| India | 3 |  |  |
| United Kingdom | 3 |  |  |
| Spain | 3 |  |  |
| Thailand | 3 |  |  |
| Italy | 3 |  |  |
| Others | 28 |  |  |

## 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 | 12 |
| :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | 10 |
| Cereal, flour, starch, milk preparations and products | 9 |
| Dairy products, eggs, honey, edible animal product nes | 7 |
| Oil seed, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 32 |
| Germany | 12 | Western Europe | 24 |
| United Kingdom | 6 | Northern America | 15 |


| 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 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |



|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | IT 161.7 | 1586.8 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}$, t >10mm, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}$ $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}, \$ 0-1$ | $\begin{aligned} & R U \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | CA 59.1 | 621.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter $<406 \mathrm{~m}$, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$01 | AE <br> 171.9 | $\begin{aligned} & V N \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |


| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and <br> mechanical appliances nes, <br> $\$ 2729-6609$   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | IT 148.4 | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870321) Automobiles, spark ignition engine of $<1000 \mathrm{cc}$, \$4545-12866 | SA <br> 2774.6 | $\begin{aligned} & \text { FR } \\ & 1101.6 \end{aligned}$ | DE $545.5$ | 7194.8 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$1794076646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |


|  | (870423) Diesel powered trucks weighing > 20 tonnes, $\$ 33584$ 86409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$10932367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | KR 88.2 | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL $146.2$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$13 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |



|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \text { AE } \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110311) Wheat meal, \$0-1 | $\begin{aligned} & \text { FR } \\ & 10.4 \end{aligned}$ | US 1.7 | $\begin{gathered} \text { GB } \\ 1.2 \end{gathered}$ | 19.4 |
|  | (110419) Cereals, rolled or flaked grains nes, \$0-3 | GB 1.5 | SA 1.3 | DE . 9 | 6.7 |



| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE <br> 137.6 | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \mathrm{MY} \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 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, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, <br> whole/pieces,  <br> prepared/preserved, no vinega,  <br> $\$ 0-2$  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |



## Peru

## Basic statistics

| Current diversification (number of products) | 8,650 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,922 | Export opportunity in more complex products <br> (percentage) | 55 |
| Potential new products more complex than <br> the country's average | 2,353 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 11 | Asia | 40 |
| USA | 11 | Western Europe | 21 |
| France | 6 | Northern America | 13 |
| Germany | 6 | Northern Europe | 7 |
| Thailand | 4 | Eastern Europe | 6 |
| United Kingdom | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| 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 |
| Sum of others with smaller share | 1 |
| Milling products, malt, starches, inulin, wheat gluten | 1 |
| Peed, oleagic fruits, grain, seed, fruit, etc, nes | 1 |
|  | 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 |


| 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | DE $247.8$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | NL 76.9 | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | DK 16.7 | 391.1 |
| Inorganic chemicals, precious metal compound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | $\begin{aligned} & \text { AE } \\ & 668.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | CA 41.3 | 1353.7 |


|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | US 19.6 | 1179.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | VN 183.7 | US <br> 113.6 | FR 60.5 | 530.2 |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | IT 379.9 | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US <br> 111.7 | NL 87 | ES 68.7 | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390791) Polyesters nes, unsaturated, in primary forms, \$0-2 | FR 51.2 | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | DE 32.4 | 230.8 |
|  | (390311) Polystyrene, expansible in primary forms, \$0-1 | IT 50.9 | $\begin{aligned} & \mathrm{RO} \\ & 50.2 \end{aligned}$ | UA 21.5 | 228.9 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |



|  | (842959) Earth moving/road making equipment, self-propelled ne, \$59482-118215 | $\begin{aligned} & \text { US } \\ & 321.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | IE 16.1 | 522.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (850423) Liquid dielectric <br> transformers $>$ 10,000 <br> $\$ 2387-392273$   | FR 66.9 | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | CI 26.7 | 442.3 |
|  | (850153) AC motors, multi-phase, of an output > 75 kW , \$199117560 | $\begin{aligned} & \mathrm{BE} \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 128.8 \end{aligned}$ | AU 16.4 | 438.7 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$86409165647 | $\begin{aligned} & \text { US } \\ & 1631.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 373.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 296.1 \end{aligned}$ | 3157.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | AT <br> 115.5 | 1368.0 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | EG 64.2 | 1051.3 |


| (900130) Contact lenses, \$0-1 | US 445.7 | JP $124.8$ | BE 79.7 | 886.2 |
| :---: | :---: | :---: | :---: | :---: |
| (902111) Artificial joints, \$10612135 | $\begin{aligned} & \text { FR } \\ & 315.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 165.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 101.2 \end{aligned}$ | 809.7 |
| (901380) Optical devices, appliances and instruments, nes, \$0-10 | $\begin{aligned} & \text { HK } \\ & 677.7 \end{aligned}$ | 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 purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$2-3 | CN $2807.3$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & J P \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | JP <br> 323.1 | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
| Fish, $\quad$ crustaceans,molluscs, $\quad$ aquaticinvertebrates nes | (030371) Sardines,brisling,sprats, frozen, whole, \$0-2 | TH 48.4 | $\begin{aligned} & \mathrm{Cl} \\ & 10.2 \end{aligned}$ | PH 9.4 | 120.4 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |


|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
| Dairy products, eggs, honey, edible animal product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | AE $24.7$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { VN } \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 47.7 \end{aligned}$ | CN 23 | 219.5 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |


|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120923) Seed, fescue, for sowing, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 22.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
| Animal, vegetable fats and oils, cleavage products, etc | (151410) Canola, rape, colza or mustard oil, crude, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 271.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 101.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 59.1 \end{aligned}$ | 703.1 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 112.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | JP 36.5 | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
| Meat, fish and seafood food preparations nes | (160241) Swine hams \& cuts thereof, prepared or preserved, \$410 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | FR 63.9 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & \mathrm{BG} \\ & 3.8 \end{aligned}$ | 95.3 |


|  | (160210) Homogenized preparations of meat and meat offal, $\$ 2-8$ | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 1.4 \end{aligned}$ | DE 1 | 9.8 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190510) Crispbread, \$6-11 | FR 3.6 | Fl . 8 | US . 7 | 8.4 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-0 | $\begin{aligned} & \text { FR } \\ & 342.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 69.7 \end{aligned}$ | AU $58.3$ | 827.9 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | TH 19.5 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | 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 |


|  | (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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |

## Philippines

## Basic statistics

| Current diversification (number of products) | 10,558 | Potential new products more complex <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,303 | Export opportunity in more complex products <br> (percentage) | 57 |
| Potential new products more complex than <br> the country's average | 1,886 | lmport replacement opportunity in more <br> 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 | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 12 | Asia | 37 |
| USA | 12 | Western Europe | 20 |
| Germany | 6 | Northern America | 14 |
| France | 5 | Northern Europe | 8 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Italy | 3 | Southern Europe | 7 |
| Netherlands | 3 | South America | 3 |
| Thailand | 3 |  |  |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| 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 of others with smaller share | 1 |
| Cereal, flour, starch, milk preparations and products | 1 |
| Sum | 1 |
|  | 1 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 31 | Asia | 43 |
| Germany | 10 | Western Europe | 21 |
| USA | 6 | Northern Europe | 9 |
| Finland | 3 | Northern America | 7 |


| 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | NL 76.9 | 612.0 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | JP 13.8 | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |


|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | Fl 189.5 | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
|  | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | DE 20.4 | 467.7 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$278-660 | IE 383.8 | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Plastics and articles thereof | (390930) Amino-resins nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 104.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 92.2 \end{aligned}$ | TR 65.1 | 495.5 |
|  | (390930) Amino-resins nes, in primary forms, \$1-4 | $\begin{aligned} & \text { CA } \\ & 248.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 20.1 \end{aligned}$ | US 15.4 | 378.5 |
|  | (391190) Polysulphides, polysulphones etc, nes in primary form, $\$ 3-10$ | $\begin{aligned} & \text { MY } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.2 \end{aligned}$ | BE 23.1 | 255.2 |
|  | (391239) Cellulose ethers nes, in primary forms, \$4-13 | BR 39.3 | $\begin{aligned} & \mathrm{RU} \\ & 37.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.7 \end{aligned}$ | 248.1 |
|  | (390220) Polyisobutylene in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 153.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 13.4 \end{aligned}$ | CN 8.8 | 216.2 |


| Iron and steel | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | PH 69.7 | 1370.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | VN $261.3$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | JP $205.1$ | $\begin{aligned} & B E \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}$, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$12 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, $\$ 0-$ 1 | $\begin{aligned} & \mathrm{RU} \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
|  | (730531) Steel pipes nes,longitudinally <br> diameter $>406 \mathrm{~mm}, \$ 1-4$ | $\begin{aligned} & \text { GB } \\ & 50.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.2 \end{aligned}$ | ID 28 | 263.9 |
|  | (730539) Pipes nes, iron/steel, welded nes, diameter $>406.4 \mathrm{~mm}$, \$0-3 | $\begin{aligned} & \text { CA } \\ & 30.4 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 18.3 \end{aligned}$ | SA 16.7 | 189.6 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \text { CN } \\ & 985.7 \end{aligned}$ | US <br> 879.2 | $\begin{aligned} & D E \\ & 461.3 \end{aligned}$ | 3935.8 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | $\begin{aligned} & \text { ID } \\ & 40.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 22.4 \end{aligned}$ | 176.1 |
|  | (750300) Nickel waste or scrap, \$916 | JP 42.8 | $\begin{aligned} & \text { US } \\ & 27.8 \end{aligned}$ | DE 25.3 | 134.2 |


|  | (750712) Tubes and pipe, nickel alloy, \$0-27 | IT 27.1 | $\begin{aligned} & \mathrm{KR} \\ & 23.8 \end{aligned}$ | SA 18.6 | 132.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (750522) Wire, nickel alloy, \$24-75 | SA 33.3 | VN 12 | $\begin{aligned} & \mathrm{CN} \\ & 11.9 \end{aligned}$ | 123.1 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
|  | (845129) Drying machines, nes, \$336-4747 | $\begin{aligned} & \text { US } \\ & 592.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | CN 2.1 | 657.5 |
|  | (842911) Bulldozers and angledozers, crawler type, \$49187176728 | $\begin{aligned} & \text { RU } \\ & 261.4 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 83.1 \end{aligned}$ | JP 40.3 | 598.4 |
| Electrical, electronic equipment | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (850422) Liquid dielectric <br> transformers $650-10,000 \mathrm{KVA}$,  <br> $\$ 30198-67252$   | $\begin{aligned} & \text { US } \\ & 197.2 \end{aligned}$ | DE 59 | $\begin{aligned} & \mathrm{CH} \\ & 14.1 \end{aligned}$ | 322.2 |
|  | (850230) Electric generating sets, nes, \$54215-102223 | US 99.2 | $\begin{aligned} & \text { UA } \\ & 65.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 44.6 \end{aligned}$ | 300.0 |
|  | (850153) AC motors, multi-phase, of an output > 75 kW , \$1756040915 | $\begin{aligned} & \text { DE } \\ & 107.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 38.9 \end{aligned}$ | PL 25.1 | 229.4 |
|  | (851671) Electric coffee or tea makers, domestic, \$240-554 | $\begin{aligned} & \text { DE } \\ & 136.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 23.6 \end{aligned}$ | BY 10.9 | 187.2 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$3482771594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |


| (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | AT 429.4 | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
| :---: | :---: | :---: | :---: | :---: |
| (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | AT $115.5$ | 1368.0 |
| (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | HN 61.8 | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | FI 263.3 | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030614) Crabs, frozen, \$2451 | $\begin{aligned} & \text { US } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | DE 2.9 | 167.8 |



|  | (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 | Fl 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 | $\begin{aligned} & \mathrm{CH} \\ & 1.3 \end{aligned}$ | NL 1.1 | 11.0 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100400) Oats, \$0-1 | CN 58.8 | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | CA 17.5 | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | US 10 | 64.9 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (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 | (151530) Castor oil or fractions not chemically modified, \$0-1 | CN 31.8 | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 112.8 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2 | SE 12.1 | $\begin{aligned} & \text { FR } \\ & 11.2 \end{aligned}$ | PH 7.1 | 64.0 |
|  | (151911) Stearic acid, \$0-2 | PL 13.6 | $\begin{aligned} & \text { CA } \\ & 12.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { ID } \\ & 21.3 \end{aligned}$ | LK 9 | 67.9 |
| Beverages, spirits and vinegar | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | UA 6.8 | 67.1 |
| Residues, wastes of food industry, animal fodder | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |


| (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
| :---: | :---: | :---: | :---: | :---: |

## Pitcairn

## Basic statistics

| Current diversification (number of products) | 159 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,084 | Export opportunity in more complex products <br> (percentage) | 26 |
| Potential new products more complex than <br> the country's average | 1,417 | Import replacement opportunity in more <br> 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 | 5 |
| 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 |
|  | 4 |
|  | 4 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 33 |
| France | 9 |  | Western Europe |
| China | 21 |  |  |
| United Kingdom | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| Netherlands | 4 | Northern Europe | 7 |
| Japan | 4 | Southern Europe | 7 |
| Italy |  |  |  |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 26 |  |  |

## 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 product nes | 11 |


| 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 |
| Sum of others with smaller share | 2 |
| Meat, fish and seafood food preparations nes |  |
| Pr |  |

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 |


| 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 | $\begin{aligned} & \text { CN } \\ & 3812.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 142.8 \end{aligned}$ | 5488.2 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |



|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other made textile articles, sets, worn clothing etc | (630140) Blankets (except electric) \& travel rugs, synth fibre, \$5-18 | US <br> 1179.6 | $\begin{aligned} & \mathrm{BE} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.9 \end{aligned}$ | 1215.2 |
|  | (630392) Curtains drapes blinds valances, synth fibre, not kni, \$9-31 | $\begin{aligned} & \text { US } \\ & 780.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 9.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 6.3 \end{aligned}$ | 829.7 |
|  | (630232) Bed linen, of manmade fibres, nes, \$618 | US $480.2$ | $\begin{aligned} & \mathrm{PL} \\ & 5.2 \end{aligned}$ | SA 4 | 526.7 |
|  | (630231) Bed linen, of cotton, nes, \$7-22 | US $312.5$ | $\begin{aligned} & \text { DE } \\ & 22.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 19.1 \end{aligned}$ | 453.2 |
|  | (630531) Sacks \& bags, packing, polyethylene or polypropylene, \$0-2 | FR 93 | $\begin{aligned} & \mathrm{NL} \\ & 74.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.2 \end{aligned}$ | 435.6 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | NO $196.5$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2 | $\begin{aligned} & V N \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 90.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 33.6 \end{aligned}$ | 490.9 |
|  | (732599) Cast articles of iron or steel, nes, \$2-22 | $\begin{aligned} & \text { US } \\ & 179.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 40.5 \end{aligned}$ | 473.3 |
| Machinery \& mech appliance etc | (841510) Air conditioners window/wall types, self-contained, \$303-375 | $\begin{aligned} & V N \\ & 786.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 362.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 312.7 \end{aligned}$ | 2695.8 |
|  | (847990) Parts of machines and mechanical appliances nes, \$101-223 | $\begin{aligned} & \mathrm{CN} \\ & 1325.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 357.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 124.7 \end{aligned}$ | 2293.1 |
|  | (841810) Combined refrigerator-freezers, two door, \$272-507 | $\begin{aligned} & \text { FR } \\ & 559.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 215.3 \end{aligned}$ | JP $161.8$ | 1770.3 |


|  | (841290) Parts of hydraulic/pneumatic/other power engines, \$0-17 | $\begin{aligned} & \text { ES } \\ & 299.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 157.7 \end{aligned}$ | 1239.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (853400) Electronic printed circuits, \$0-66 | $\begin{aligned} & \text { JP } \\ & 660.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 202.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 33.5 \end{aligned}$ | 1084.8 |
|  | (851830) Headphones, earphones, combinations, \$7-108 | $\begin{aligned} & \text { CN } \\ & 218.4 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 179.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 165.2 \end{aligned}$ | 1041.5 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 86.1 \end{aligned}$ | 1021.6 |
| Optical, photo, technical, medical, etc apparatus | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |
|  | (903290) Parts and accessories for automatic controls, \$41-198 | $\begin{aligned} & \text { VN } \\ & 170.4 \end{aligned}$ | JP $114.6$ | $\begin{aligned} & \mathrm{CN} \\ & 93.9 \end{aligned}$ | 661.0 |
|  | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | NL $57.4$ | 605.5 |
|  | (902290) Parts and accessories for radiation apparatus, \$0-93 | $\begin{aligned} & \text { FR } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.1 \end{aligned}$ | 593.5 |
| Furniture, lighting, signs, prefabricated buildings | (940429) Mattresses, stuffed, spring interior, etc, \$0-91 | $\begin{aligned} & \text { US } \\ & 206.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 175.7 \end{aligned}$ | 1503.2 |


| (940421) Mattresses of cellular rubber or plastic, \$94-106 | $\begin{aligned} & \text { US } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 217.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 127.3 \end{aligned}$ | 1343.3 |
| :---: | :---: | :---: | :---: | :---: |
| (940120) Seats, motor vehicles, \$59-331 | $\begin{aligned} & R U \\ & 201.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 29.6 \end{aligned}$ | 510.8 |
| (940161) Seats with wooden frames, upholstered nes, \$0-175 | $\begin{aligned} & \text { GB } \\ & 124.4 \end{aligned}$ | AT 52 | $\begin{aligned} & \mathrm{KR} \\ & 32.3 \end{aligned}$ | 417.6 |
| (940290) Medical, dental, surgical \& veterinary furniture, nes, \$9-36 | $\begin{aligned} & \text { US } \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 21.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \text { RU } \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$1-16 | $\begin{aligned} & \text { NL } \\ & 261 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 92.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 91.7 \end{aligned}$ | 764.3 |
|  | (060310) Cut flowers and flower buds for bouquets, etc., fresh, \$512 | $\begin{aligned} & \text { US } \\ & 167.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 28.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 21.1 \end{aligned}$ | 331.0 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | US 2.3 | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (070200) Tomatoes, fresh or chilled, \$0-2 | $\begin{aligned} & \text { RU } \\ & 102.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 61.1 \end{aligned}$ | IT $43.4$ | 458.4 |


|  | (070960) Peppers (Capsicum, Pimenta) fresh or chilled, \$1-4 | $\begin{aligned} & \text { US } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 54.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 46.7 \end{aligned}$ | 374.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071340) Lentils dried, shelled, \$01 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |
|  | (071290) Vegetables nes \& mixtures, dried, not further prepare, \$2-9 | $\begin{aligned} & \text { CA } \\ & 52.8 \end{aligned}$ | IT 13.8 | $\begin{aligned} & \text { DE } \\ & 11.5 \end{aligned}$ | 113.4 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080290) Nuts edible, fresh or dried, nes, \$4-20 | $\begin{aligned} & \text { CN } \\ & 269.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 84.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 53.2 \end{aligned}$ | 496.0 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081340) Fruits, dried nes, \$3-14 | NL 8.4 | DE 6.7 | $\begin{aligned} & R U \\ & 5.4 \end{aligned}$ | 49.3 |
|  | (080110) Coconuts, fresh or dried, \$1-4 | $\begin{aligned} & \mathrm{IN} \\ & 26.4 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 1.6 \end{aligned}$ | PS . 6 | 31.6 |
| Coffee, tea, mate and spices | (091091) Mixtures of spices, \$3-10 | $\begin{aligned} & \text { DE } \\ & 20.3 \end{aligned}$ | $\begin{aligned} & M Y \\ & 18.6 \end{aligned}$ | AE $11.2$ | 95.7 |
|  | (090411) Pepper of the genus Piper, whole, \$3-14 | VN 19 | $\begin{aligned} & \text { PH } \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 10.4 \end{aligned}$ | 63.1 |
|  | (090122) Coffee, roasted, decaffeinated, \$6-22 | $\begin{aligned} & \text { US } \\ & 23.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 4.1 \end{aligned}$ | 53.9 |
|  | (091010) Ginger, \$1-7 | BY 6.1 | AT 4.9 | $\begin{aligned} & \text { DE } \\ & 4.5 \end{aligned}$ | 46.6 |
|  | (090210) Tea, $\quad$ green (unfermented) in packages $<3 \mathrm{~kg}$, $\$ 7-30$ | $\begin{aligned} & \text { MY } \\ & 11.3 \end{aligned}$ | NE 5.9 | $\begin{aligned} & \mathrm{NL} \\ & 3.8 \end{aligned}$ | 39.4 |


| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 38.6 \end{aligned}$ | FR 27 | $\begin{aligned} & \mathrm{NL} \\ & 10.9 \end{aligned}$ | 150.8 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$2-11 | $\begin{aligned} & \text { RU } \\ & 25.5 \end{aligned}$ | EG 6.8 | $\begin{aligned} & V N \\ & 3.5 \end{aligned}$ | 68.2 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$6-139 | NL 4.9 | JP 4.6 | $\begin{aligned} & \mathrm{AU} \\ & 3.8 \end{aligned}$ | 35.3 |
| Animal,vegetable fats and oils, cleavage products, etc | (151919) <br> Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (151620) Veg fats, oils or fractions hydrogenated, esterified, \$1-5 | $\begin{aligned} & \mathrm{CN} \\ & 21.3 \end{aligned}$ | ID 9.1 | $\begin{aligned} & \text { JP } \\ & 8.8 \end{aligned}$ | 99.9 |
| Meat, fish and seafood food preparations nes | (160414) Tuna, skipjack, bonito, prepared/preserved, not mince, \$3-7 | $\begin{aligned} & \mathrm{NL} \\ & 79.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 79.5 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 42.2 \end{aligned}$ | 415.1 |
| Sugars and confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 18.5 \end{aligned}$ | 137.1 |


|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | $\begin{aligned} & \text { AE } \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180500) Cocoa powder, unsweetened, \$2-6 | $\begin{aligned} & \text { US } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 31.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 16.6 \end{aligned}$ | 223.3 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190230) Pasta except uncooked or stuffed, \$1-3 | $\begin{aligned} & \text { CA } \\ & 33.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 33 \end{aligned}$ | 357.0 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 78.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 16.9 \end{aligned}$ | 309.2 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \mathrm{JP} \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 49.4 \end{aligned}$ | 620.0 |


|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | IE 41.2 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | $\begin{aligned} & \text { JP } \\ & 2.7 \end{aligned}$ | 159.8 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \mathrm{PL} \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
| Miscellaneous edible preparations | (210410) Soups and broths and preparations thereof, \$0-2 | $\begin{aligned} & \text { CA } \\ & 214 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 37.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.5 \end{aligned}$ | 331.8 |
|  | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | $\begin{aligned} & \text { PL } \\ & 5.6 \end{aligned}$ | 145.1 |
|  | (210320) Tomato ketchup and other tomato sauces, \$1-2 | $\begin{aligned} & \mathrm{NO} \\ & 12.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 11.4 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 9.4 \end{aligned}$ | 125.1 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$0-4 | $\begin{aligned} & \text { TH } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 77.7 \end{aligned}$ | $\begin{aligned} & \text { PS } \\ & 58.3 \end{aligned}$ | 802.1 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230990) Animal feed preparations nes, \$13-36 | $\begin{aligned} & \text { ES } \\ & 16.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 4.5 \end{aligned}$ | BR 3 | 38.4 |

## Poland

## Basic statistics

| Current diversification (number of products) | 19,515 | Potential new products more complex <br> (percentage) | 88 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 370 | Export opportunity in more complex products <br> (percentage) | 66 |
| Potential new products more complex than <br> the country's average | 326 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 36 |
| China | 10 |  | Western Europe |
| Germany | 25 |  |  |
| France | 9 | Northern America | 18 |
| India | 5 | Southern Europe | 5 |
| Switzerland | 4 | Northern Europe | 5 |
| Canada | South America | 3 |  |
| Italy | 4 | Eastern Europe | 3 |
| Japan | 3 |  |  |
| China, Hong Kong SAR | 3 |  |  |
| Others | 2 |  |  |

## 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 |


| 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 |  | By regions |  |
| Country | Percent | Region | Percent |
| France | 20 | Western Europe | 45 |
| Germany | 15 | Northern Europe | 18 |
| Egypt | 11 | Northern Africa | 11 |
| Ireland | 11 | Asia | 11 |
| Belgium | 7 | Northern America | 6 |
| USA | 6 | Sub-Saharan Africa | 3 |
| Denmark | 4 | Eastern Europe | 3 |
| China | 4 |  |  |
| Togo | 3 |  |  |
| Others | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic chemicals,precious $\quad$ metalcompound, isotopes | (284330) Gold compounds, \$52723971 | $\begin{aligned} & \text { AE } \\ & 42.4 \end{aligned}$ | CZ 21 | PL 6.1 | 91.0 |
|  | (284990) Carbides except calcium and silicon, \$21-73 | $\begin{aligned} & \text { US } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.8 \end{aligned}$ | IL 4.3 | 50.3 |
|  | (281820) Aluminium oxide, except artificial corundum, \$16-25 | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | SA 11 | $\begin{aligned} & C N \\ & 4.2 \end{aligned}$ | 34.5 |
|  | (282760) lodides and odide oxides of metals, \$0-24 | $\begin{aligned} & \mathrm{CN} \\ & 11.4 \end{aligned}$ | BR 3.1 | $\begin{aligned} & \text { CA } \\ & 2.4 \end{aligned}$ | 24.7 |
|  | (282570) Molybdenum oxides and hydroxides, \$60-125 | $\begin{aligned} & \text { SG } \\ & 20.4 \end{aligned}$ | CH 0 | TH 0 | 20.5 |
| Organic chemicals | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
|  | (294110) Penicillins, derivatives, in bulk, salts, \$31-123 | $\begin{aligned} & \text { TH } \\ & 23.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 16.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 6.7 \end{aligned}$ | 83.7 |
|  | (291830) Carboxylic acids (aldehyde, ketone function), derivs, $\$ 10-87$ | $\begin{aligned} & \mathrm{DE} \\ & 15.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 9.6 \end{aligned}$ | 58.9 |
|  | (293410) Heterocyclic compounds with an unfused thiazole ring, \$246563 | $\begin{aligned} & \text { DE } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & C A \\ & 4.5 \end{aligned}$ | FR 3.9 | 45.0 |
|  | (290729) Polyphenols nes, \$0-7 | $\begin{aligned} & \mathrm{IN} \\ & 14.9 \end{aligned}$ | JP 5.4 | FR 5.4 | 37.7 |
| Miscellaneous chemical products | (381519) Supported catalysts, except nickel or precious metal, \$15066+ | FI 54 | $\begin{aligned} & \text { SA } \\ & 17.9 \end{aligned}$ |  | 71.9 |


|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 10.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 2.8 \end{aligned}$ | 49.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380992) Finishing agents \& dye carriers - paper industry, \$4-8 | $\begin{aligned} & C N \\ & 8.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{BE} \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 16.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{HU} \\ & 11.1 \end{aligned}$ | CZ 6.5 | $\begin{aligned} & \mathrm{NG} \\ & 4.5 \end{aligned}$ | 32.9 |
|  | (391690) Monofilament(>1mm), rods, not ethylene or vinyl polyme, \$44-61 | JP 9.5 | $\begin{aligned} & \text { CR } \\ & 3.8 \end{aligned}$ | DE 2.4 | 20.7 |
|  | (392030) Sheet/film not cellular/reinf polymers of styrene, \$25-85 | $\begin{gathered} \text { GB } \\ 6.9 \end{gathered}$ | US 6.1 | IT 4.2 | 17.7 |
| Glass and glassware | (702000) Articles of glass, nes, \$82118 | $\begin{aligned} & \text { DE } \\ & 84.8 \end{aligned}$ | FR 7.6 | $\begin{aligned} & \mathrm{RO} \\ & 2.7 \end{aligned}$ | 97.9 |
|  | (700719) Safety glass, toughened (tempered), non-vehicle use, \$310790 | Fl 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, $\mathrm{t}<3 \mathrm{~mm}, \$ 0-2$ | $\begin{aligned} & \text { FR } \\ & 279.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 141.4 \end{aligned}$ | JP 9.4 | 440.7 |
|  | (721933) Cold rolled stainless steel, w >600mm, t 1.0-3.0 mm, \$3-5 | $\begin{aligned} & \mathrm{CN} \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 2.9 \end{aligned}$ | 46.9 |



|  | (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 | $\begin{aligned} & (901811) \quad \text { Electro-cardiographs, } \\ & \$ 1100-2726 \end{aligned}$ | US $467.6$ | $\begin{aligned} & \mathrm{HK} \\ & 12.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 1.2 \end{aligned}$ | 483.0 |
|  | (900110) Optical fibres, except for telecommunications, \$389-893 | $\begin{aligned} & \mathrm{CN} \\ & 53.7 \end{aligned}$ | FR 7.5 | IT 3.5 | 75.1 |
|  | (902690) Parts of equipment to measure or check fluid variable, \$483-649 | JP $42.1$ | $\begin{aligned} & C N \\ & 7.2 \end{aligned}$ | SE 4 | 62.8 |
|  | (901380) Optical devices, appliances and instruments, nes, $\$ 274-671$ | $\begin{aligned} & \mathrm{AU} \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 3.4 \end{aligned}$ | 46.5 |
|  | (901290) Parts and accessories for non-optical microscopes, et, \$9112026 | $\begin{aligned} & \mathrm{CN} \\ & 13.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 10.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{BE} \\ & 3.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 1.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & .7 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & .6 \end{aligned}$ | FR . 3 | BE . 2 | 1.1 |
|  | (030541) Salmon, smoked, including fillets, \$69-109 | $\begin{aligned} & \mathrm{HK} \\ & .2 \end{aligned}$ | GB 0 | SG 0 | 0.2 |
|  | (030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114 | GR 0 | SK 0 | VC 0 | 0.0 |


|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$33-51 | PF 0 | KW 0 | VC 0 | 0.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$2-3 | EE . 5 | $\begin{aligned} & \mathrm{HU} \\ & .5 \end{aligned}$ | BE . 4 | 1.9 |
| Products of animal origin, nes | (051110) Semen bovine, \$3784563374 | $\begin{aligned} & \text { MY } \\ & .1 \end{aligned}$ | BY . 1 | PY 0 | 0.2 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$19-36 | $\begin{aligned} & \text { FR } \\ & 12 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & .3 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & .1 \end{aligned}$ | 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 | $\begin{aligned} & \text { IE } \\ & 6.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.3 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.6 \end{aligned}$ | 19.4 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$8-25 | $\begin{aligned} & \text { TG } \\ & 1.7 \end{aligned}$ | CH 1 | $\begin{aligned} & \mathrm{KR} \\ & .2 \end{aligned}$ | 3.7 |

## Portugal

## Basic statistics

| Current diversification (number of products) | 17,287 | Potential new products more complex <br> (percentage) | 90 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 623 | Export opportunity in more complex products <br> (percentage) | 77 |
| Potential new products more complex than <br> the country's average | 561 | Import replacement opportunity in more <br> 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 | 4 |
|  |  |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 9 | Asia | 37 |
| Germany | 8 | Western Europe | 20 |
| China | 7 | Eastern Europe | 12 |
| Japan | 4 | Northern America | 11 |
| Italy | Southern Europe | 8 |  |
| Singapore | 4 | Northern Europe | 6 |
| France | 4 | South America | 3 |
| Russian Federation | 3 |  |  |
| Indonesia | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Belgium | 3 |  |  |
| India | 3 |  |  |
| Others | 30 |  |  |
|  |  |  |  |

## Potential new sectors for diversification (Agri-business products)

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

| Product |
| :--- |
| Animal,vegetable fats and oils, cleavage products, etc |

## Percent

53

| 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 | Region | Percent |
| :---: | :---: | :---: | :---: |
| Germany | 29 | Western Europe | 47 |
| China | 13 | Asia | 18 |
| Poland | 8 | Eastern Europe | 17 |
| Belgium | 8 | Southern Europe | 8 |
| USA | 6 | Northern America | 6 |
| Spain | 5 | Northern Europe | 5 |
| Netherlands | 5 |  |  |
| Hungary | 3 |  |  |
| France | 3 |  |  |
| Russian Federation | 3 |  |  |
| United Kingdom | 3 |  |  |
| Others | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except purebred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 271.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 101.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 59.1 \end{aligned}$ | 703.1 |
|  | (151930) Industrial fatty alcohols, \$0-1 | $\begin{aligned} & \text { BE } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 224.8 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 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 glycero, \$18-62 | NO 6 | LT . 2 | JP . 1 | 1.4 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
|  | $\begin{aligned} & \text { (292690) } \quad \text { Nitrile-function } \\ & \text { compounds, nes, \$7-32 } \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 82.3 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 50.4 \end{aligned}$ | US 37 | 307.4 |
|  | (290531) Ethylene glycol (ethanediol), \$0-0 | ID 112 | GB 96 | $\begin{aligned} & V N \\ & 21.8 \end{aligned}$ | 291.0 |
|  | (291639) Aromatic monocarboxylic acids and derivatives, nes, \$10-35 | IN 34 | $\begin{aligned} & \text { JP } \\ & 18.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 14.2 \end{aligned}$ | 153.5 |


|  | (292690) Nitrile-function compounds, nes, $\$ 32-69$ | $\begin{aligned} & \text { FR } \\ & 32.6 \end{aligned}$ | DE 30 | CN 26 | 146.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 743-1791$ | $\begin{aligned} & \text { SG } \\ & 317 \end{aligned}$ | JP 54 | $\begin{aligned} & \text { US } \\ & 52.5 \end{aligned}$ | 504.2 |
|  | (380130) Carbonaceous pastes for electrodes, furnace linings, \$0-10 | $\begin{aligned} & \text { KR } \\ & 14.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 13.5 \end{aligned}$ | ID 7.9 | 69.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$50193 | $\begin{aligned} & \text { UZ } \\ & 35.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 14.5 \end{aligned}$ | FR 4.8 | 68.5 |
|  | (380992) Finishing agents \& dye carriers - paper industry, \$0-1 | $\begin{aligned} & \text { FR } \\ & 29.3 \end{aligned}$ | NL 5.9 | ES 5 | 66.6 |
|  | (381710) Mixed alkylbenzenes, nes, \$1-4 | $\begin{aligned} & \mathrm{IN} \\ & 10.6 \end{aligned}$ | TH 8.6 | $\begin{aligned} & \text { NG } \\ & 8.1 \end{aligned}$ | 57.4 |
| Plastics and articles thereof | (392091) Sheet/film not <br> cellular/reinf polyvinyl butyral,  <br> 14-   | $\begin{aligned} & \text { PL } \\ & 51.1 \end{aligned}$ | $\begin{aligned} & \text { LU } \\ & 41.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 21.5 \end{aligned}$ | 178.5 |
|  | (391400) Ion exchangers based on polymers in primary forms, \$102628 | $\begin{aligned} & \text { DE } \\ & 34.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 22.4 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 17.5 \end{aligned}$ | 114.2 |
|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$3-7 | $\begin{aligned} & \text { US } \\ & 34.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 10.8 \end{aligned}$ | 96.4 |
|  | (391390) Polymers, natural or modified nes in primary forms ne, \$302-1078 | $\begin{aligned} & \text { US } \\ & 44.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 8.5 \end{aligned}$ | 88.6 |
|  | (392059) Sheet/film not cellular/reinf acrylic polymers nes, \$19-43 | $\begin{aligned} & \mathrm{CN} \\ & 67.7 \end{aligned}$ | DK 6.9 | $\begin{aligned} & \mathrm{CH} \\ & 4.7 \end{aligned}$ | 87.6 |
| Iron and steel | (720821) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { SA } \\ & 90.4 \end{aligned}$ | JP 56 | $\begin{aligned} & \text { TR } \\ & 40.9 \end{aligned}$ | 438.8 |
|  | (720221) Ferro-silicon, >55\% silicon, \$1-1 | $\begin{aligned} & \text { JP } \\ & 270.4 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 40.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 14.4 \end{aligned}$ | 367.3 |



| Electrical, electronicequipment | (854290) Parts of electronic integrated circuits etc, \$947-1258 | $\begin{aligned} & H K \\ & 106.5 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 99.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 36.7 \end{aligned}$ | 271.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (853630) Electrical circuit protectors nes for < 1,000 volts, \$242-307 | $\begin{aligned} & \mathrm{CN} \\ & 141.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 52.4 \end{aligned}$ | FR 9.6 | 219.1 |
|  | (850434) Transformers electric, power capacity > 500 KVA, nes, \$26651-65597 | $\begin{aligned} & \text { US } \\ & 14.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 12.7 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.7 \end{aligned}$ | 97.4 |
|  | (850433) Transformers electric, power capacity 16-500 KVA, \$4167-10138 | $\begin{aligned} & C N \\ & 9.8 \end{aligned}$ | IN 5.7 | NL 5.4 | 49.4 |
|  | (850134) DC motors, DC generators, of an output >375 kW, \$257-15540 | $\begin{aligned} & \text { KE } \\ & 28.4 \end{aligned}$ | AU 3.6 | $\begin{aligned} & \text { UG } \\ & 1.3 \end{aligned}$ | 42.2 |
| Optical, photo, technical, medical, etc apparatus | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & R U \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (901020) Equipment for <br> photographic laboratories nes, <br> $\$ 189-17304$   | SG 85 | JP 64 | $\begin{aligned} & \text { TH } \\ & 61.4 \end{aligned}$ | 309.7 |
|  | (900120) Sheets/plates of polarising material, \$29-233 | $\begin{aligned} & \text { JP } \\ & 83.3 \end{aligned}$ | GB . 9 | TH. 9 | 87.4 |
|  | (902121) Artificial teeth, \$6491493 | $\begin{aligned} & \mathrm{CN} \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 12.2 \end{aligned}$ | FR 9.8 | 75.4 |
|  | $\begin{aligned} & \text { (901811) Electro-cardiographs, } \\ & \$ 16-1100 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.2 \end{aligned}$ | 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 purebred breeding < 50 kg , \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 74 \end{aligned}$ | 656.5 |



| Vegetable, fruit, nut, etc food preparations | (200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16 | US 8.7 | DE 7.7 | $\begin{aligned} & \text { ES } \\ & 3.2 \end{aligned}$ | 32.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$1631 | Fl . 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 | Fl . 8 | FR . 3 | $\begin{aligned} & \mathrm{MN} \\ & .1 \end{aligned}$ | 1.9 |

## Qatar

## Basic statistics

| Current diversification (number of products) | 4,515 | Potential new products more complex <br> (percentage) | 76 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,828 | Export opportunity in more complex products <br> (percentage) | 58 |
| Potential new products more complex than <br> the country's average | 2,915 | Import replacement opportunity in more <br> 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 | 7 |
| Iron and steel | 7 |
| Vehicles other than railway, tramway | 5 |
| 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 | 30 |
| Sum of others with smaller share | 40 |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 11 | Asia | 36 |
| China | 9 | Western Europe | 22 |
| Germany | 8 | Northern America | 13 |
| France | 5 | Northern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Italy | 4 | Eastern Europe | 7 |
| Netherlands | 4 | South America | 3 |
| Thailand | 4 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| Cereals | 13 |
| :---: | :---: |
| Dairy products, eggs, honey, edible animal product 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, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 36 |
| China | 8 | Western Europe | 17 |
| Germany | 7 | Northern America | 15 |


| 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) <br> Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | IT 379.9 | 2026.2 |
|  | (293339) <br> Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |



|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | FR 37.3 | 497.8 |
|  | (392062) $\quad$ Sheet/film not  <br> cellular/reinf polyethylene <br> terephthal, \$0-2  | FR 95.6 | $\begin{aligned} & \text { KR } \\ & 56.9 \end{aligned}$ | US 56.2 | 377.2 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | JP 268 | PH 69.7 | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width >600mm, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$0-1 | $\begin{aligned} & R U \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |



|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | NL $159.9$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, $\$ 0-65$ | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | EG 64.2 | 1051.3 |
|  | (902211) $\quad$ Medical X-ray <br> apparatus,  <br> $\$ 4661-51451$  | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$4-8 | ES 51.2 | $\begin{aligned} & \text { DE } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |


| Fish, $\quad$ crustaceans,molluscs,invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \mathrm{FI} \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 67.8 \end{aligned}$ | 687.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030541) Salmon, smoked, including fillets, \$0-12 | $\begin{aligned} & \text { GR } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & \text { RU } \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { IT } \\ & 276.8 \end{aligned}$ | DE 62 | $\begin{aligned} & \text { ES } \\ & 15.6 \end{aligned}$ | 444.8 |


|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |




|  |  |
| :---: | :---: |
|  |  |
|  |  |
| Tobacco manufactured substitutes | and tobacco |


| (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
| :---: | :---: | :---: | :---: | :---: |
| (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
| (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
| (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Rep. of Korea

## Basic statistics

| Current diversification (number of products) | 19,487 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 502 | Export opportunity in more complex products <br> (percentage) | 52 |
| Potential new products more complex than <br> the country's average | 360 | Import replacement opportunity in more <br> 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 | 6 |
| Machinery \& mech appliance etc | 3 |
| 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 of others with smaller share | 1 |
|  | 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 |


| 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 |  | By regions |  |
| Country | Percent | Region | Percent |
| China | 17 | Asia | 30 |
| Austria | 10 | Western Europe | 26 |
| Netherlands | 6 | Southern Europe | 15 |
| Japan | 6 | Eastern Europe | 14 |
| Germany | 5 | Northern Europe | 7 |
| Italy | 5 | Northern America | 6 |
| Romania | 5 |  |  |
| Belgium | 4 |  |  |
| Croatia | 4 |  |  |
| Spain | 3 |  |  |
| Czechia | 3 |  |  |
| United Kingdom | 3 |  |  |
| Canada | 3 |  |  |
| USA | 3 |  |  |

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 $213.7$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | AT 64.3 | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | BE 14.1 | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$4-8 | ES 51.2 | DE 12.5 | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | NL 29.2 | PL 20.8 | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
| Animal, vegetable fats and oils, cleavage products, etc | (151410) Canola, rape, colza or mustard oil, crude, \$0-0 | $\begin{aligned} & \text { CN } \\ & 271.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 101.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 59.1 \end{aligned}$ | 703.1 |
|  | (151913) Tall oil fatty acids, \$12 | KR 5.2 | AU 3.2 | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 25.0 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$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 | CYO | 0.0 |


| Residues, wastes of food industry, animal fodder | (230640) Rape or colza seed oilcake and other solid residues, \$0-0 | CN 89 | TH 58 | $\begin{aligned} & \text { ES } \\ & 38.4 \end{aligned}$ | 293.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Inorganic chemicals, precious metal compound, isotopes | (283526) Calcium phosphates except hydrogenorthophosphate, \$0-0 | FR 23.8 | SA 20.8 | $\begin{aligned} & \mathrm{BR} \\ & 14.4 \end{aligned}$ | 132.6 |
|  | (284330) Gold compounds, \$0527 | $\begin{aligned} & \mathrm{CN} \\ & 89.7 \end{aligned}$ | 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, \$04 | 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 | $\begin{aligned} & \text { CN } \\ & 876.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 489.9 \end{aligned}$ | IN 5 | 1378.7 |
|  | (293390) Heterocyclic compounds with N-heteroatom(s) only, ne, \$278-660 | $\begin{aligned} & \text { IE } \\ & 383.8 \end{aligned}$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |
|  | (293799) Hormones nes, derivatives, in bulk, steroids nes, \$20454-37114 | $\begin{aligned} & \text { US } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 24.3 \end{aligned}$ | BR 10 | 158.6 |
|  | (292249) Amino-acids nes, esters, salts thereof, \$121-555 | IT 33.1 | FR 23.6 | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 102.4 |
|  | (290124) Buta-1, 3-diene and isoprene, \$0-0 | $\begin{aligned} & \text { GB } \\ & 30.1 \end{aligned}$ | PL 29.4 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | 96.3 |
| Pharmaceutical products | (300220) Vaccines, human use, \$2379-9410 | US $3300.4$ | $\begin{aligned} & \text { GB } \\ & 1484.6 \end{aligned}$ | $\begin{aligned} & C N \\ & 890 \end{aligned}$ | 6344.2 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$1544-4696 | $\begin{aligned} & \text { US } \\ & 1677.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 457.2 \end{aligned}$ | 4200.4 |


|  | (300660) Contraceptive preps based on hormones or spermicides, \$277-610 | $\begin{aligned} & \text { GB } \\ & 45.3 \end{aligned}$ | DE 44.5 | $\begin{aligned} & \mathrm{HU} \\ & 18.7 \end{aligned}$ | 191.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plastics and articles thereof | (390890) Polyamides nes, in primary forms, \$8-17 | $\begin{aligned} & \mathrm{CN} \\ & 103.9 \end{aligned}$ | FR 6.3 | HK 3 | 120.7 |
|  | (390230) Propylene copolymers in primary forms, \$4-12 | $\begin{aligned} & \text { SG } \\ & 37.6 \end{aligned}$ | DE 23.5 | AZ 7.7 | 82.9 |
|  | (390330) Acrylonitrile- <br> butadiene-styrene (ABS) <br> copolymers, \$3-6  | PH 11.9 | CZ 3 | $\begin{aligned} & \mathrm{CR} \\ & 2.6 \end{aligned}$ | 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 | Fl 48.9 | AT 20.5 | $\begin{aligned} & \text { SE } \\ & 20.5 \end{aligned}$ | 120.8 |
|  | (441212) Plywood, 1 or 2 outer ply non-conifer nes (ply <6 mm), \$764-1283 | DE 41.7 | $\begin{aligned} & \mathrm{AU} \\ & 10.9 \end{aligned}$ | CZ 7.1 | 77.8 |
|  | (440392) Logs, Beech (Fagus spp), \$76-262 | SE 10.8 | LU 8.7 | $\begin{aligned} & \mathrm{HU} \\ & 3.8 \end{aligned}$ | 35.5 |
|  | (440310) Poles, treated or painted with preservatives, \$376-692 | GB 7.1 | SE 3 | $\begin{aligned} & \mathrm{NO} \\ & 2.5 \end{aligned}$ | 23.4 |
|  | (441121) Fibreboard 0.5-0.8 $\mathrm{g} / \mathrm{cm} 2$ not worked/surface covered, \$0-0 | CO 3.1 | KZ 2.3 | AL 1.7 | 14.0 |
| Machinery \& mech appliance etc | $(844319)$ Offset printing <br> machinery nes, $\$ 323170$ - <br> 665945   | US <br> 148.7 | NL 51.9 | $\begin{aligned} & \text { SG } \\ & 35.7 \end{aligned}$ | 312.3 |
|  | (843311) Mowers, powered, lawn, with horizontal cutting device, \$829-1896 | CA 177 | US 31.2 | $\begin{aligned} & \text { SE } \\ & 23.6 \end{aligned}$ | 272.5 |



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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 13.8 \end{aligned}$ | 271.3 |


|  | (020742) Turkey cuts \& offal, except livers, frozen, \$4-8 | $\begin{aligned} & \text { ES } \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | GB 8.7 | 80.0 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030191) Trout, live, \$3-12 | $\begin{aligned} & \text { FR } \\ & 16.9 \end{aligned}$ | 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, blueveined, \$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, \$7620 | DK 6.8 | DE 2 | IE 1.7 | 18.4 |
| Cereals | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | BY 2.8 | ES 2.7 | 88.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |



|  | (170220) Maple sugar and maple syrup, \$10-21 | IT 1 | NL . 5 | ID . 1 | 2.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Miscellaneous edible preparations | (210410) Soups and broths and preparations thereof, \$1636 | 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 | $\begin{aligned} & \text { ES } \\ & 38.4 \end{aligned}$ | 293.8 |

## Rep. of Moldova

## Basic statistics

| Current diversification (number of products) | 3,875 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,931 | Export opportunity in more complex products <br> (percentage) | 50 |
| Potential new products more complex than <br> the country's average | 2,928 | Import replacement opportunity in more <br> 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 | 7 |
| Iron and steel | 7 |
| Plastics and articles thereof | 6 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| Miscellaneous chemical products | 3 |
| Articles of iron or steel | 7 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Vehicles other than railway, tramway | 30 |
| Sum of others with smaller share | 40 |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 11 | Asia | 39 |
| China | 8 | Western Europe | 19 |
| Germany | 6 | Northern America | 15 |
| France | 6 | Eastern Europe | 7 |
| Thailand | 4 | Northern Europe | 6 |
| Rep. of Korea | 4 | Southern Europe | 6 |
| Japan | 4 | South America | 3 |
| Italy | 3 |  |  |
| Canada | 3 |  |  |
| United Kingdom | 3 |  |  |
| Netherlands | 3 |  |  |
| Belgium | 3 |  |  |
| India | 3 |  |  |
| Others | 27 |  |  |

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 By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| China | 18 | Asia | 41 |
| USA | 15 | Northern America | 17 |
| Germany | 8 | Western Europe | 16 |
| Rep. of Korea | 5 | Northern Europe | 10 |
| United Kingdom | 5 | Eastern Europe | 6 |
| France | 4 | Southern Europe | 4 |
| Japan | 4 | Oceania | 3 |
| Australia | 3 |  |  |
| Russian Federation | 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 metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE 668.9 | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |


|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \mathrm{AE} \\ & 51.2 \end{aligned}$ | 521.3 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |


| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 111.7 \end{aligned}$ | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | VN $261.3$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |




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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & C L \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$01 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |




|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$38 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | US $21.5$ | PL 6.7 | 139.1 |
|  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | FR 63.9 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 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, \$510 | DK 19.7 | SA 5.3 | KR 4.6 | 38.9 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & \text { RU } \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 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, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |



|  |  |
| :--- | ---: |
|  |  |


| (230990) Animal feed preparations nes, $\$ 4-9$ | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| :---: | :---: | :---: | :---: | :---: |
| (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
| (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & M Y \\ & 13.8 \end{aligned}$ | 70.6 |
| (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 6.2 \end{aligned}$ | 60.1 |
| (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US $1071.6$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Romania

## Basic statistics

| Current diversification (number of products) | 14,729 | Potential new products more complex <br> (percentage) | 86 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 868 | Export opportunity in more complex products <br> (percentage) | 58 |
| Potential new products more complex than <br> the country's average | 747 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 42 |
| China | 10 | Western Europe | 20 |
| France | 7 | Northern America | 14 |
| Singapore | 6 | Southern Europe | 7 |
| India | 6 | Northern Europe | 6 |
| Germany | 5 | South America | 4 |
| Italy | 4 | Eastern Europe | 4 |
| Thailand | 3 |  |  |
| United Kingdom | 3 |  |  |
| Belgium | 3 |  |  |
| Japan | 3 |  |  |
| Others | 22 |  |  |
|  |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 20 | Asia | 50 |
| China, Hong Kong SAR | 18 | Western Europe | 28 |
| France | 11 | Eastern Europe | 7 |
| Belgium | 7 | Southern Europe | 4 |
| Germany | 5 | Northern Europe | 4 |
| Netherlands | 5 | Northern America | 3 |
| Poland | 3 |  |  |
| Russian Federation | 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 |  |
| Animal, vegetable fats and oils, cleavage products, etc | (151410) Canola, rape, colza or mustard oil, crude, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 271.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 101.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 59.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | 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, \$52723971 | 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 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |


|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { (293490) } \quad \text { Heterocyclic } \\ & \text { compounds, nes, } \$ 1397-5698 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 135.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.6 \end{aligned}$ | 509.6 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$1426-4982 | GB 147 | $\begin{aligned} & \text { SG } \\ & 106.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.5 \end{aligned}$ | 400.5 |
|  | (293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167 | $\begin{aligned} & \text { BR } \\ & 173.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 51.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 48.1 \end{aligned}$ | 395.0 |
| Pharmaceutical products | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64 | $\begin{aligned} & \text { US } \\ & 267.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$566-1947 | DE 63.1 | $\begin{aligned} & \text { SA } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 20.5 \end{aligned}$ | 200.6 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$144371 | $\begin{aligned} & \text { US } \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 37.6 \end{aligned}$ | AE 8.4 | 159.2 |
|  | (300339) Hormones nes, no antibiotics, bulk, not contraceptive, \$258-613 | $\begin{aligned} & \text { US } \\ & 15.7 \end{aligned}$ | LT 9.6 | $\begin{aligned} & \mathrm{AO} \\ & 8.8 \end{aligned}$ | 45.7 |
|  | $\begin{aligned} & \text { (300620) } \\ & \text { reagents, \$0-71 } \quad \text { Blood-grouping } \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 52.5 \end{aligned}$ | 504.2 |
|  | (380130) Carbonaceous pastes for electrodes, furnace linings, \$010 | KR 14.5 | $\begin{aligned} & \mathrm{NO} \\ & 13.5 \end{aligned}$ | ID 7.9 | 69.0 |
|  | (381230) Anti-oxidisers and stabilizers for rubber or plastics, \$7-14 | $\begin{aligned} & \text { US } \\ & 22.3 \end{aligned}$ | 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 |



|  | (847590) Parts of hot glass working machines, \$453-1067 | $\begin{aligned} & \mathrm{BE} \\ & 163.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 67.5 \end{aligned}$ | $\begin{aligned} & C Z \\ & 18.9 \end{aligned}$ | 261.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (844900) Machinery for making felt, nonwovens, including hats, \$13-85 | TR 90.4 | $\begin{aligned} & \mathrm{IN} \\ & 58.8 \end{aligned}$ | VN 23 | 224.3 |
| Electrical, electronicequipment | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$181-360 | $\begin{aligned} & \text { US } \\ & 177.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 11.3 \end{aligned}$ | 247.2 |
|  | (853630) Electrical circuit protectors nes for < 1,000 volts, \$242-307 | $\begin{aligned} & \mathrm{CN} \\ & 141.6 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 52.4 \end{aligned}$ | FR 9.6 | 219.1 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$87805173310 | PK 39.5 | $\begin{aligned} & \text { IT } \\ & 12.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11.3 \end{aligned}$ | 145.4 |
|  | (852610) Radar apparatus, \$1834234 | $\begin{aligned} & \text { US } \\ & 72.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 15.6 \end{aligned}$ | 135.8 |
| Optical, photo, technical, medical, etc apparatus | (902150) Pacemakers for stimulating heart muscles, \$18493549 | $\begin{aligned} & \text { DE } \\ & 254.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 79.2 \end{aligned}$ | 723.6 |
|  | $\begin{aligned} & \text { (902211) Medical X-ray } \\ & \text { apparatus, } \$ 51451-121637 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (901320) Lasers, other than laser diodes, \$5888-14524 | $\begin{aligned} & \text { US } \\ & 378.7 \end{aligned}$ | TH 10 | $\begin{aligned} & \text { MY } \\ & 8.9 \end{aligned}$ | 408.6 |
|  | (901020) Equipment for <br> photographic laboratories nes, <br> $\$ 189-17304$   | SG 85 | JP 64 | $\begin{aligned} & \text { TH } \\ & 61.4 \end{aligned}$ | 309.7 |
|  | (901310) Telescopes for arms/other periscopes, $\$ 0-148$ | $\begin{aligned} & \text { US } \\ & 122.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 6.7 \end{aligned}$ | 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 (USD million) |  | markets | 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, <br> crustaceans, molluscs, aquatic invertebrates nes | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030710) Oysters, \$6-13 | US 5.8 | $\begin{aligned} & \mathrm{CN} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.1 \end{aligned}$ | 28.2 |
|  | (030191) Trout, live, \$3-12 | $\begin{aligned} & \text { FR } \\ & 16.9 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 194.0 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \text { AU } \\ & 7.6 \end{aligned}$ | 66.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120923) Seed, fescue, for sowing, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 22.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 54.8 |
| Lac, gums, resins, vegetable saps and extracts nes | (130231) Agar-agar, \$16-57 | TH 8.9 | IN 2.1 | $\begin{aligned} & \text { VN } \\ & 1.6 \end{aligned}$ | 21.1 |
|  | (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 | $\begin{aligned} & \mathrm{CN} \\ & 271.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 101.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 59.1 \end{aligned}$ | 703.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$10-15 | PE 7.2 | US 5.4 | $\begin{aligned} & \text { SE } \\ & 4.4 \end{aligned}$ | 28.1 |
|  | (151912) Oleic acid, \$1-3 | $\begin{aligned} & \text { JP } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 13.7 \end{aligned}$ | UY 4.9 | $\begin{aligned} & \text { AU } \\ & 2.9 \end{aligned}$ | 33.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$1631 | Fl . 3 | CN 3 | JP . 1 | 1.0 |
| Miscellaneous ediblepreparations | (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 | $\begin{aligned} & \text { TR } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 5.1 \end{aligned}$ | 46.8 |

## Russian Federation

## Basic statistics

| Current diversification (number of products) | 16,260 | Potential new products more complex <br> (percentage) | 86 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 926 | Export opportunity in more complex products <br> (percentage) | 86 |
| Potential new products more complex than <br> the country's average | 792 | Import replacement opportunity in more <br> 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 | 4 |
| 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 | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 30 |
| China | 13 | Western Europe | 25 |
| Italy | 8 | Northern America | 16 |
| Germany | 8 | Southern Europe | 11 |
| France | 7 | Northern Europe | 6 |
| Netherlands | 6 | Eastern Europe | 4 |
| United Kingdom | 3 |  |  |
| Others | 19 |  |  |

## 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 |



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

By countries

| Country | Percent |
| :--- | :--- |
| Germany | 29 |
| China | 8 |
| Poland | 6 |
| Spain | 6 |
| Netherlands | 4 |
| Denmark | 4 |
| United Kingdom | 3 |
| Italy | 8 |
| China, Hong Kong SAR | 3 |
| Others |  |

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 < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 68.3 \end{aligned}$ | 463.3 |
|  | (293219) Heterocyclic compounds with unfused furan ring, nes, \$0-20 | NL 154.7 | IT 27.9 | $\begin{aligned} & \text { GB } \\ & 18.8 \end{aligned}$ | 236.2 |
|  | (291030) 1-chloro-2,3- epoxypropane(epichlorohy-drin), \$0-1 | IN 81 | $\begin{aligned} & \text { KR } \\ & 55.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 25.9 \end{aligned}$ | 203.1 |
|  | (294190) Antibiotics nes, in bulk, \$401-910 | $\begin{aligned} & \text { US } \\ & 68.2 \end{aligned}$ | JP 27.1 | $\begin{aligned} & \mathrm{IN} \\ & 21.7 \end{aligned}$ | 177.9 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$28-69 | NL 73.1 | $\begin{aligned} & \mathrm{CN} \\ & 22.3 \end{aligned}$ | IN 5.3 | 113.7 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | US 1677.7 | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$505-1158 | US $844.6$ | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 321.4 \end{aligned}$ | 2570.1 |
|  | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261599 | $\begin{aligned} & \text { US } \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.2 \end{aligned}$ | 260.5 |
|  | (300432) Adrenal cortical hormones, in dosage, \$566-1947 | $\begin{aligned} & \text { DE } \\ & 63.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 20.5 \end{aligned}$ | 200.6 |


| Tanning, dyeing extracts, tannins, derivs,pigments etc | (321590) Ink, other than printing ink, \$161-193 | $\begin{aligned} & \text { DE } \\ & 362.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 25.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 20.9 \end{aligned}$ | 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-aqueou, \$20-27 | $\begin{aligned} & \text { US } \\ & 47.2 \end{aligned}$ | DE 2.2 | $\begin{aligned} & \text { UZ } \\ & 1.7 \end{aligned}$ | 54.6 |
|  | (320414) Direct dyes and preparations based thereon, \$0-4 | NL 22.7 | FR 11 | $\begin{gathered} \text { GB } \\ 2.5 \end{gathered}$ | 48.4 |
|  | (321590) Ink, other than printing ink, \$193-371 | FR 28.1 | AT 5.6 | $\begin{aligned} & R U \\ & 5.4 \end{aligned}$ | 46.0 |
| Plastics and articles thereof | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390220) Polyisobutylene in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 153.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 13.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 8.8 \end{aligned}$ | 216.2 |
|  | (391190) Polysulphides, polysulphones etc, nes in primary form, \$10-20 | $\begin{aligned} & C N \\ & 104.1 \end{aligned}$ | SA 38 | $\begin{aligned} & \mathrm{NL} \\ & 28.2 \end{aligned}$ | 200.3 |
|  | (392119) Sheet etc, cellular of plastics nes, \$37-52 | $\begin{aligned} & \mathrm{CN} \\ & 59.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 46.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 35.7 \end{aligned}$ | 185.9 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, }-11,-12,-6,6 \text {, } \\ & -6,9,-6,10 \text { or }-6,12, \$ 6-11 \end{aligned}$ | FR 28.5 | $\begin{aligned} & \mathrm{CN} \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 19.7 \end{aligned}$ | 114.5 |
| Iron and steel | (721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 34.9 \end{aligned}$ | 447.2 |
|  | (721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2 | $\begin{aligned} & \text { FR } \\ & 279.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 141.4 \end{aligned}$ | JP 9.4 | 440.7 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-1 | $\begin{aligned} & \text { NG } \\ & 162.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 19.5 \end{aligned}$ | 304.9 |
|  | (720823) Hot rolled iron or non-alloy steel, coil, width >600mm, t $3-4.75 \mathrm{~mm}$, nes, \$0-0 | ID 65.1 | $\begin{aligned} & \text { DK } \\ & 15.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.2 \end{aligned}$ | 113.8 |


|  | (720292) Ferro-vanadium, \$45-76 | JP 32.8 | $\begin{aligned} & \mathrm{BR} \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { LU } \\ & 9.1 \end{aligned}$ | 76.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (845710) Machining centres, for working metal, \$140463-293222 | $\begin{aligned} & \text { CN } \\ & 918.4 \end{aligned}$ | US 219 | $\begin{aligned} & \mathrm{HU} \\ & 44.5 \end{aligned}$ | 1327.6 |
|  | (841810) Combined refrigeratorfreezers, two door, \$1081-2714 | $\begin{aligned} & \text { US } \\ & 307.3 \end{aligned}$ | FI 17.8 | $\begin{aligned} & \text { HK } \\ & 9.4 \end{aligned}$ | 341.4 |
|  | (845811) Horizontal numerically controlled metal work lathes, \$118730-265948 | $\begin{aligned} & \text { US } \\ & 85.7 \end{aligned}$ | IT 41 | $\begin{aligned} & \mathrm{CN} \\ & 30.8 \end{aligned}$ | 301.7 |
|  | (842240) Packing or wrapping machinery nes, \$66673-180950 | $\begin{aligned} & \text { CN } \\ & 129.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 39.4 \end{aligned}$ | 282.2 |
|  | (847590) Parts of hot glass working machines, \$453-1067 | $\begin{aligned} & \text { BE } \\ & 163.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 67.5 \end{aligned}$ | $\begin{aligned} & C Z \\ & 18.9 \end{aligned}$ | 261.6 |
| Electrical, electronic equipment | (850230) Electric generating sets, nes, \$102223-453892 | $\begin{aligned} & \mathrm{NL} \\ & 366.9 \end{aligned}$ | AU $319.5$ | $\begin{aligned} & \text { AR } \\ & 107 \end{aligned}$ | 1326.1 |
|  | (850230) Electric generating sets, nes, \$54215-102223 | $\begin{aligned} & \text { US } \\ & 99.2 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 65.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 44.6 \end{aligned}$ | 300.0 |
|  | (853120) Indicator panels <br> incorporating electronic displays, <br> $\$ 348-846$   | $\begin{aligned} & \text { PH } \\ & 187.1 \end{aligned}$ | CH 1.6 | $\begin{aligned} & \text { CL } \\ & 1.1 \end{aligned}$ | 193.3 |
|  | (853921) Filament lamps, tungsten halogen, \$22-35 | $\begin{aligned} & \text { GB } \\ & 40.6 \end{aligned}$ | CN 7.4 | $\begin{aligned} & \mathrm{BE} \\ & 3.7 \end{aligned}$ | 54.0 |
|  | (850980) Domestic appliances, with electric motor, nes, \$48-77 | EG 23 | $\begin{aligned} & \text { CA } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 7.6 \end{aligned}$ | 53.0 |
| Railway, tramway locomotives, rolling stock, equipment | (860310) Self-propelled railway cars, external electric power, \$8067868$1.22 \mathrm{e}+07$ | $\begin{aligned} & \text { DE } \\ & 337.9 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 133.7 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 46.6 \end{aligned}$ | 643.9 |
|  | (860900) Cargo containers designed for carriage, \$12475-33318 | SE 27.7 | FI 6.7 | $\begin{aligned} & \text { UA } \\ & 6.2 \end{aligned}$ | 49.3 |
| Optical, photo, technical, medical, etc apparatus | (902150) Pacemakers for stimulating heart muscles, \$1849-3549 | $\begin{aligned} & \text { DE } \\ & 254.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 79.2 \end{aligned}$ | 723.6 |

$\left.\left.\begin{array}{|l|l|l|l|l|l|}\hline & \begin{array}{l}\text { (901811) } \\ \text { \$1100-2726 }\end{array} & \text { Electro-cardiographs, } & \text { US } \\ 467.6\end{array}\right) \begin{array}{l}\text { HK } \\ 12.7\end{array}\right)$

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 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 74 \end{aligned}$ | 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 | $\begin{aligned} & \text { HK } \\ & 24.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.1 \end{aligned}$ | 120.6 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, $\$ 4-12$  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | 73.3 |
|  | (021011) Hams and shoulders, swine, salted, dried or smoked, \$514 | US 9.1 | $\begin{aligned} & \text { DE } \\ & 7.9 \end{aligned}$ | JP 5 | 42.6 |


| Dairy products, eggs, honey, edible animal product nes | (040229) Milk and cream powder sweetened < 1.5\% fat, \$7-14 | IT 16.5 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 3.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 7.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 2.2 \end{aligned}$ | 35.7 |
| Milling products, malt, starches, inulin, wheat gluten | (110311) Wheat meal, \$1-3 | NG 4.2 | $\begin{aligned} & \text { PL } \\ & 2.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 22.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 11 \end{aligned}$ | 261.1 |


|  | (152090) Glycerol (glycerine), nes <br> including synthetic glycero, \$18-62 | NO .6 | LT .2 | JP . 1 | 1.4 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Meat, fish and seafood food | (160249) Swine meat or offal nes, <br> prepared,preserved, not live, \$8-14 <br> preparations nes | DE <br> 23.9 | CA <br> 16.8 | FR <br> 13.8 | 85.8 |
| Vegetable, fruit, nut, etc <br> food preparations | (200930) Citrus juice nes (one fruit) <br> not fermented or spirite, \$3-7 | FR 5.5 | GB | DK <br> 2.2 | 14.4 |
|  | (200560) Asparagus, prepared or <br> preserved, not frozen/vinegar, \$0-2 | DK 1.7 | BE |  |  |

## Rwanda

## Basic statistics

| Current diversification (number of products) | 1,409 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,521 | Export opportunity in more complex products <br> (percentage) | 42 |
| Potential new products more complex than <br> the country's average | 2,600 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Organic chemicals | 4 |
| Articles of iron or steel | 4 |
| Iron and steel | 3 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| Germany | 5 | Northern America | 18 |
| China | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 6 |
| Thailand | 4 | Northern Europe | 6 |
| Japan | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Others | 29 |  |  |
| P |  |  |  |

## 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 | 22 |


| 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 others with smaller share | 4 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 37 |
| Russian Federation | 7 | Western Europe | 16 |
| China | 6 | Northern America | 14 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US $113.6$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |


|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1 | $\begin{aligned} & \text { PL } \\ & 58.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 53.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.5 \end{aligned}$ | 367.3 |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & \text { AE } \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | BE $207.5$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |


|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | DE $221.2$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 110 \end{aligned}$ | LK 92 | 886.1 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \mathrm{IN} \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t 4.75-10mm, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |


|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | BE <br> 701.9 | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
| :---: | :---: | :---: | :---: | :---: |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |
| (900130) Contact lenses, \$0-1 | US $445.7$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20 | NL $44.1$ | $\begin{aligned} & C Z \\ & 9.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |



| Milling products, malt, starches, inulin, wheat gluten | (110412) Oats, rolled or flaked grains, \$0-2 | US $111.6$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110812) Maize (corn) starch, \$0-1 | $\begin{aligned} & \text { DE } \\ & 9.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 6.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 5.3 \end{aligned}$ | 56.1 |
|  | (110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13 | CA 13 | $\begin{aligned} & \text { DE } \\ & 7.3 \end{aligned}$ | JP 3.9 | 48.2 |
|  | (110311) Wheat meal, \$1-3 | $\begin{aligned} & \text { NG } \\ & 4.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, $\$ 7-15$ | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | Fl 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |



|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1 | $\begin{aligned} & \text { TR } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & M Y \\ & 10.1 \end{aligned}$ | 120.7 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | $\begin{aligned} & \text { ES } \\ & 54.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210210) Yeasts, active, \$0-2 | $\begin{aligned} & \text { FR } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 7.4 \end{aligned}$ | 115.7 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
| Residues, wastes of food industry, animal fodder | (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 337.5 \end{aligned}$ | 2222.2 |
|  | (230910) Dog or cat food (retail), \$0-1 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.5 \end{aligned}$ | 480.5 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |


| (230890) <br> Vegetable <br> residues nes for animal feed, $\$ 0-2$ | and | NO | TH | CN | 60.1 |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Saint BarthÃ©lemy

## Basic statistics

| Current diversification (number of products) | 362 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,960 | Export opportunity in more complex products <br> (percentage) | 29 |
| Potential new products more complex than <br> the country's average | 1,999 | Import replacement opportunity in more <br> 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 | 8 |
| Machinery \& mech appliance etc | 7 |
| Pharmaceutical products | 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, knit or crochet | 3 |
| Iron and steel | 3 |
| Organic chemicals | 3 |
| Sum of others with smaller share | 3 |
|  | 4 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 32 |
| France | 8 | Western Europe | 21 |
| Germany | 6 | Northern America | 18 |
| China | 6 | Northern Europe | 8 |
| Netherlands | 4 | Eastern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Italy | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| 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 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$25326 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (294190) Antibiotics nes, in bulk, \$62-401 | $\begin{aligned} & \text { IN } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 42.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 36.2 \end{aligned}$ | 443.9 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & C N \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \text { AU } \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.4 \end{aligned}$ | 1191.6 |



|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | JP $207.4$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \mathrm{RU} \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (611010) Pullovers, cardigans etc of wool or hair, knit, \$64-126 | $\begin{aligned} & \text { GB } \\ & 122.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.5 \end{aligned}$ | 246.2 |
| Iron and steel | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, $\$ 0-1$ | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil, width >600mm, t 3-4.75mm, nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | NL 4.8 | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |


| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | ES 106 | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL $146.2$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |


$\left.$| (902750) <br> radiations, $\$ 304-5957$ |  |  | Instruments | nes | using | optical | CN |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |$\left|\begin{array}{l}\text { US }\end{array}\right|$| SG |
| :--- | \right\rvert\, | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Dairy products, eggs, honey, edible animal product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
|  | (040490) Natural milk products nes, \$01 | $\begin{aligned} & \text { FR } \\ & 25.6 \end{aligned}$ | DK 2 | SK 1.8 | 41.2 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |



|  | (120930) Seed, flower, for sowing, \$026 | FR 6.4 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120810) Soya bean flour or meal, \$0-3 | $\begin{gathered} \mathrm{AU} \\ 3.7 \end{gathered}$ | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | $\begin{aligned} & \mathrm{IE} \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \mathrm{AU} \\ & 22.8 \end{aligned}$ | 256.9 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6 | $\begin{aligned} & \text { JP } \\ & 23.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 8.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.6 \end{aligned}$ | 99.9 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$0-3 | JP 5.4 | $\begin{aligned} & \text { SA } \\ & 2.6 \end{aligned}$ | ES 2.5 | 30.9 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & V N \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 18.5 \end{aligned}$ | 137.1 |



|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | PL 5.6 | 145.1 |

## Saint Helena

## Basic statistics

| Current diversification (number of products) | 315 | Potential new products more complex <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,968 | Export opportunity in more complex products <br> (percentage) | 31 |
| Potential new products more complex than <br> the country's average | 2,013 | Import replacement opportunity in more <br> 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 | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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 | 43 |
| Sum of others with smaller share | 4 |
|  | 4 |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 34 |
| China | 7 | Western Europe | 20 |
| France | 6 | Northern America | 19 |
| Germany | 6 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Canada | 3 | South America | 3 |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 26 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 33 |
| Russian Federation | 8 | Northern America | 18 |
| United Kingdom | 7 | Western Europe | 16 |


| 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 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (293359) Hetercyclic compounds with pyrimidine ring nes, \$34-398 | $\begin{aligned} & \text { DE } \\ & 88.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 51.9 \end{aligned}$ | IT 43.3 | 450.0 |
|  | (292690) Nitrile-function compounds, nes, \$0-7 | $\begin{aligned} & C N \\ & 120 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | IN 71.1 | 331.4 |


| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | AE <br> 112.8 | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | IN 47.6 | 417.1 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | IN 64.7 | 939.2 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40-150 g/m2, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & D E \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |


|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$16-47 | US $1437.8$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \mathrm{RU} \\ & 37.5 \end{aligned}$ | 275.6 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | CA $3149.7$ | $\begin{aligned} & \text { DE } \\ & 1818.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |


|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \mathrm{JP} \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527 | $\begin{aligned} & \text { CN } \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 799.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 391.7 \end{aligned}$ | 3322.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | US $177.6$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (870821) Safety seat belts for motor vehicles, \$0-13 | $\begin{aligned} & \text { FR } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 29.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 23.6 \end{aligned}$ | 184.0 |
|  | (870892) Mufflers and exhaust pipes for motor vehicles, \$33-71 | $\begin{aligned} & \text { SK } \\ & 83.9 \end{aligned}$ | JP $14.4$ | $\begin{aligned} & \text { DE } \\ & 10.7 \end{aligned}$ | 145.7 |
|  | (871491) Bicycle frames and forks, and parts thereof, \$11-98 | $\begin{aligned} & \text { DE } \\ & 46.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 15.6 \end{aligned}$ | 143.3 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & C N \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 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 <br> appliances nes, $\$ 683-1534$ | CN <br> 1211.5 | KR 44 | GB <br> 17.3 | 1325.9 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902130) Artificial body parts, aids and <br> appliances, etc, \$1093-2367 | DE <br> 668.3 | JP <br> 115.7 | KR <br> 88.2 | 1011.2 |
|  | (900130) Contact lenses, \$0-1 | US <br> (945.7 | JP <br> 124.8 | BE <br> 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 $122.6$ | $\begin{aligned} & \text { FR } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 55.3 \end{aligned}$ | 336.3 |
|  | (030559) Dried fish, other than cod, not smoked, \$3-16 | PT 16 | $\begin{aligned} & \text { RU } \\ & 15.3 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 94.9 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | JP <br> 54.4 | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |



|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | $\begin{aligned} & \text { IE } \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 38 \end{aligned}$ | 395.7 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 6.7 \end{aligned}$ | 139.1 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{aligned} & \text { MY } \\ & 1.4 \end{aligned}$ | 32.6 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 18.5 \end{aligned}$ | 137.1 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | SA 8.2 | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | $\begin{aligned} & \text { AE } \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |



|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { NE } \\ & 17.5 \end{aligned}$ | 193.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 67.1 |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1 | PT 2.5 | NL 1 | $\begin{aligned} & \mathrm{HU} \\ & .8 \end{aligned}$ | 9.8 |
| Residues, wastes of food industry, animal fodder | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## Saint Kitts and Nevis

## Basic statistics

| Current diversification (number of products) | 479 | Potential new products more complex <br> (percentage) | 71 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,039 | Export opportunity in more complex products <br> (percentage) | 29 |
| Potential new products more complex than <br> the country's average | 2,171 | Import replacement opportunity in more <br> 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 34 |
| France | 8 | Western Europe | 21 |
| China | 5 | Northern America | 18 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Japan | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 28 |  |  |

## 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 product nes | 15 |
| Vegetable, fruit, nut, etc food preparations | 12 |


| 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 |  |
| Sum of others with smaller share | Lams, resins, vegetable saps and extracts nes | 1 |

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 |


| Japan | 4 |
| :--- | :--- |
| United Arab Emirates | 4 |
| Netherlands | 4 |
| China | 4 |
| Others | 25 |


| Southern Europe | 4 |
| :--- | :--- |
| Sub-Saharan Africa | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15 | $\begin{aligned} & \text { BR } \\ & 133.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 83.1 \end{aligned}$ | 421.9 |
| Miscellaneous chemical products | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |



|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | KR 81.7 | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
| Articles of apparel, accessories, not knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \text { RU } \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | ES 87.3 | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |



| (902750) Instruments nes using optical | CN | US | SG | 770.6 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | 561.8 | 80.9 | 42.1 |  |

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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | JP 34.3 | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \text { CN } \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \mathrm{RU} \\ & 36.5 \end{aligned}$ | PE 17 | $\begin{aligned} & \text { IN } \\ & 8.1 \end{aligned}$ | 105.1 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 3.3 \end{aligned}$ | 56.6 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |


|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
|  | (071220) Onions, dried, not further prepared, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | DE 7 | $\begin{aligned} & \mathrm{BE} \\ & 3.8 \end{aligned}$ | 42.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | $\begin{aligned} & \text { AE } \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080940) Plums, sloes, fresh, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 79.1 \end{aligned}$ | HK 77 | $\begin{aligned} & \text { KW } \\ & 3.4 \end{aligned}$ | 172.9 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 3.2 \end{aligned}$ | 50.3 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$0-6 | $\begin{aligned} & \text { AT } \\ & 11.2 \end{aligned}$ | FR 4.6 | DK 3 | 33.3 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 2.8 \end{aligned}$ | 32.1 |





## Saint Lucia

## Basic statistics

| Current diversification (number of products) | 1,096 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,621 | Export opportunity in more complex products <br> (percentage) | 43 |
| Potential new products more complex than <br> the country's average | 2,722 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Organic chemicals | 5 |
| Iron and steel | 4 |
| Articles of iron or steel | 6 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 36 |
| France | 7 | Western Europe | 19 |
| China | 6 | Northern America | 16 |
| Germany | 5 | Eastern Europe | 7 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Japan | 3 | South America | 3 |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Others | 29 |  |  |

## 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 | 21 |
| Edible fruit, nuts, peel of citrus fruit, melons | 14 |


| 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 |


| United Kingdom | 7 | Eastern Europe | 10 |
| :--- | :--- | :--- | :--- |
| Russian Federation | 6 |  | Southern Europe |
| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |



|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | IN 110 | LK 92 | 886.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | IN 372.1 | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN <br> 655.6 | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |



| (902140) Hearing aids, except parts | FR | NL | GB | 872.6 |
| :--- | :--- | :--- | :--- | :--- |
|  | 373.8 | 146.2 | 114.7 |  |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$02 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 111.3 \end{aligned}$ | 1720.9 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 2.1 \end{aligned}$ | PT . 8 | 16.5 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \mathrm{RU} \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & D E \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |



|  | (120930) Seed, flower, for sowing, \$0-26 | FR 6.4 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160413) Sardine, brisling, sprat prepared/preserved,not mince, \$26 | $\begin{aligned} & \text { JP } \\ & 23.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 8.5 \end{aligned}$ | NL 5.6 | 99.9 |
| Sugars and confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |


|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { AE } \\ & 14.3 \end{aligned}$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & C N \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | CA 27 | 202.2 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |



## Saint Maarten

## Basic statistics

| Current diversification (number of products) | 1,192 | Potential new products more complex <br> (percentage) | 76 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,164 | Export opportunity in more complex products <br> (percentage) | 40 |
| Potential new products more complex than <br> the country's average | 3,166 | Import replacement opportunity in more <br> 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 | 6 |
| Organic chemicals | 6 |
| Iron and steel | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Articles of iron or steel | 6 |
| 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 | 3 |
|  |  |
|  |  |

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

By countries By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| China | 5 | Northern America | 17 |
| Germany | 5 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Eastern Europe | 7 |
| Italy | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Belgium | 3 |  |  |
| Russian Federation | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

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 | 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 |


| 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 |  |  |  |

## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |


|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pharmaceutical products | (300220) Vaccines, human use, \$154845 | $\begin{aligned} & \mathrm{BE} \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \mathrm{AU} \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1-1$ | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202 | US 3499.8 | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | US <br> 1396.3 | BE <br> 83.7 | $\begin{aligned} & \text { FR } \\ & 63.8 \end{aligned}$ | 1692.2 |
|  | (440130) Sawdust, wood waste or scrap, \$0-0 | $\begin{aligned} & \text { IT } \\ & 166.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 146.5 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 109.6 \end{aligned}$ | 608.4 |
|  | (441119) Fibreboard >0.8 g/cm2 worked/surface covered, \$0-0 | $\begin{aligned} & \text { FR } \\ & 190.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 123.6 \end{aligned}$ | ES 27 | 571.3 |




| (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
| :---: | :---: | :---: | :---: | :---: |
| (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10 | HK 9.6 | $\begin{aligned} & \text { TH } \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 2.3 \end{aligned}$ | 20.6 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |




|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180610) Cocoa powder, sweetened, \$0-2 | FR 26.6 | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \mathrm{GB} \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \mathrm{JP} \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & C L \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |


|  | (210210) Yeasts, active, \$2-17 | LK 10.4 | US |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Saint Pierre and Miquelon

## Basic statistics

| Current diversification (number of products) | 99 | Potential new products more complex <br> (percentage) | 58 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,902 | Export opportunity in more complex products <br> (percentage) | 18 |
| Potential new products more complex than <br> the country's average | 1,108 | Import replacement opportunity in more <br> 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 | 6 |
| Articles of apparel, accessories, knit or crochet | 4 |
| 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 | 5 |
| Pearls, precious stones, metals, coins, etc | 3 |
| Sum of others with smaller share | 3 |
|  | 4 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 18 | Asia | 31 |
| France | 8 | Western Europe | 20 |
| United Kingdom | 5 | Northern America | 20 |
| Japan | 5 | Eastern Europe | 8 |
| China | 4 | Southern Europe | 8 |
| Italy | 4 | Northern Europe | 7 |
| Germany | 4 |  |  |
| Russian Federation | 3 |  |  |
| Spain | 3 |  |  |
| Thailand | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 26 |  |  |

## 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 |


| 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 |


| China | 6 | Eastern Europe | 7 |
| :--- | :--- | :--- | :--- |
| Netherlands | 5 |  | Southern Europe |
| 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, \$25326 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (292249) Amino-acids nes, esters, salts thereof, \$0-3 | $\begin{aligned} & \text { US } \\ & 107.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 45.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.7 \end{aligned}$ | 295.5 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$0-23 | $\begin{aligned} & \text { BR } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 29.8 \end{aligned}$ | PK 25 | 230.5 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |


|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390760) Polyethylene terephthalate, in primary forms, \$0-1 | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 42.3 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 40.5 \end{aligned}$ | 711.8 |
|  | (390690) Acrylic polymers nes, in primary forms, \$1-5 | $\begin{aligned} & \text { RU } \\ & 119.4 \end{aligned}$ | TH 72 | $\begin{aligned} & \text { SA } \\ & 61.4 \end{aligned}$ | 691.6 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (480300) Paper, household, sanitary, width > 36 centimetres, \$1-4 | $\begin{aligned} & \text { KE } \\ & 38.3 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 35.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.8 \end{aligned}$ | 345.4 |
|  | (481021) Paper, fine, light weight coated, \$0-2 | $\begin{aligned} & \text { JP } \\ & 195.7 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 64.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.4 \end{aligned}$ | 327.1 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$1647 | $\begin{aligned} & \text { US } \\ & 1437.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39 | $\begin{aligned} & \text { FR } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 127.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 99.3 \end{aligned}$ | 589.3 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | JP $207.4$ | US $80.2$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |


|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of apparel, accessories, not knit or crochet | (621010) Garments made up of textile felts and nonwoven fabric, \$7-27 | $\begin{aligned} & \text { US } \\ & 630.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 52.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 24.5 \end{aligned}$ | 809.8 |
|  | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & R U \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
| Pearls, precious stones, metals, coins, etc | (711319) Jewellery and parts of precious metal except silver, \$0-2099 | $\begin{aligned} & \text { CN } \\ & 2053.8 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 30.8 \end{aligned}$ | $\begin{aligned} & \text { AW } \\ & 26.2 \end{aligned}$ | 2183.0 |
|  | (711290) Waste/scrap, precious metals except pure gold/platinu, \$6-273 | $\begin{aligned} & \text { IT } \\ & 930.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 166.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 103.4 \end{aligned}$ | 1519.7 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$0-514 | $\begin{aligned} & \text { US } \\ & 295.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 237.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 46.2 \end{aligned}$ | 651.2 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$514-2422 | $\begin{aligned} & H K \\ & 169.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 81.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.1 \end{aligned}$ | 514.4 |
|  | (711719) Imitation jewellery nes of base metal including plate, \$223-506 | $\begin{aligned} & \text { FR } \\ & 180.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.1 \end{aligned}$ | IT 27 | 314.8 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730840) Props etc for scaffold, shuttering, pits, iron/steel, \$1-3 | MW $80.6$ | $\begin{aligned} & \text { PH } \\ & 59.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 49.1 \end{aligned}$ | 559.5 |


|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730830) Doors, windows, frames of iron or steel, \$3-12 | $\begin{aligned} & \text { DE } \\ & 68.1 \end{aligned}$ | US 48 | $\begin{aligned} & \mathrm{PH} \\ & 34.1 \end{aligned}$ | 346.1 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (840890) Engines, diesel except motor vehicle/marine, \$801-11670 | $\begin{aligned} & \text { ES } \\ & 72.2 \end{aligned}$ | $\begin{aligned} & C Z \\ & 71.2 \end{aligned}$ | DE 70 | 615.6 |
|  | (842890) Lifting, handling, loading or unloading machinery nes, \$863-13396 | $\begin{aligned} & \text { US } \\ & 188.3 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 78.4 \end{aligned}$ | 576.2 |
|  | (848130) Valves, check, \$16-73 | $\begin{aligned} & \text { US } \\ & 282.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 25.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 23.2 \end{aligned}$ | 451.7 |
| Electrical, electronic equipment | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (853400) Electronic printed circuits, \$0-66 | $\begin{aligned} & \text { JP } \\ & 660.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 202.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 33.5 \end{aligned}$ | 1084.8 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 86.1 \end{aligned}$ | 1021.6 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 82.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
|  | (851629) Electric space heating nes and soil heating apparatus, \$36-182 | $\begin{aligned} & \text { JP } \\ & 359.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 251.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.2 \end{aligned}$ | 782.7 |
| Optical, photo, technical, medical, etc apparatus | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 57.4 \end{aligned}$ | 605.5 |
|  | (902190) Orthopaedic appliances, nes, \$10392359 | $\begin{aligned} & \text { GB } \\ & 131 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 63.1 \end{aligned}$ | 603.2 |


| (902290) Parts and accessories for radiation apparatus, \$0-93 | $\begin{aligned} & \text { FR } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.1 \end{aligned}$ | 593.5 |
| :---: | :---: | :---: | :---: | :---: |
| (901910) Massage and psychological aptitudetest apparatus, \$14-70 | US $370.9$ | $\begin{aligned} & \mathrm{NL} \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 20.6 \end{aligned}$ | 518.1 |
| (902920) Speed indicators, tachometers, stroboscopes, \$119-141 | $\begin{aligned} & \text { GB } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 54.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 122.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 55.3 \end{aligned}$ | 336.3 |
|  | (030490) Fish meat \& mince, except liver, roe \& fillets, froze, \$2-8 | $\begin{aligned} & \text { TH } \\ & 80.1 \end{aligned}$ | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 290.0 |
|  | (030269) Fish nes, fresh or chilled, whole, \$0-4 | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 33.8 \end{aligned}$ | IT <br> 14.5 | 180.2 |
| Dairy products, eggs, honey, edible animal product nes | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$1-16 | NL 261 | $\begin{aligned} & \mathrm{CH} \\ & 92.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 91.7 \end{aligned}$ | 764.3 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | $\begin{aligned} & \mathrm{IN} \\ & 8.1 \end{aligned}$ | 105.1 |
| Edible vegetables and certain roots and tubers | (070200) Tomatoes, fresh or chilled, \$0-2 | $\begin{aligned} & R U \\ & 102.2 \end{aligned}$ | US <br> 61.1 | $\begin{aligned} & \text { IT } \\ & 43.4 \end{aligned}$ | 458.4 |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |


|  | (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 $281.9$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080290) Nuts edible, fresh or dried, nes, \$4-20 | $\begin{aligned} & C N \\ & 269.3 \end{aligned}$ | US 84.8 | $\begin{aligned} & \text { JP } \\ & 53.2 \end{aligned}$ | 496.0 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | US 8.2 | $\begin{aligned} & \text { SA } \\ & 5.5 \end{aligned}$ | 60.6 |
|  | (081340) Fruits, dried nes, \$314 | NL 8.4 | DE 6.7 | $\begin{aligned} & R U \\ & 5.4 \end{aligned}$ | 49.3 |
| Coffee, tea, mate and spices | (091091) Mixtures of spices, \$310 | $\begin{aligned} & \text { DE } \\ & 20.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{AE} \\ & 11.2 \end{aligned}$ | 95.7 |
|  | (090220) Tea, green (unfermented) in packages > 3 kg, \$4-24 | VN 9.2 | NE 5.5 | $\begin{aligned} & \text { FR } \\ & 2.4 \end{aligned}$ | 30.3 |
|  | (091030) Turmeric (curcuma), \$2-9 | IN 2.5 | US 2.1 | $\begin{gathered} \mathrm{AU} \\ 1.9 \end{gathered}$ | 13.6 |
|  | (091091) Mixtures of spices, \$03 | 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 | $\begin{aligned} & \text { PT } \\ & 1.5 \end{aligned}$ | 9.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$2-11 | $\begin{aligned} & \text { RU } \\ & 25.5 \end{aligned}$ | EG 6.8 | $\begin{aligned} & \text { VN } \\ & 3.5 \end{aligned}$ | 68.2 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$6-139 | NL 4.9 | JP 4.6 | $\begin{aligned} & \mathrm{AU} \\ & 3.8 \end{aligned}$ | 35.3 |


| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
| Meat, fish and seafood food preparations nes | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \mathrm{AU} \\ & 22.8 \end{aligned}$ | 256.9 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 18.5 \end{aligned}$ | 137.1 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | FR 206 | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | BE $78.7$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, $>2 k, \$ 4-12$ | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa $>2$ k, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | SN $65.7$ | 668.0 |


|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190230) Pasta except uncooked or stuffed, \$1-3 | $\begin{aligned} & \text { CA } \\ & 33.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 33 \end{aligned}$ | 357.0 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 78.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 16.9 \end{aligned}$ | 309.2 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$13 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
| Vegetable, fruit, nut, etc food preparations | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200811) Ground-nuts otherwise prepared or preserved, $\$ 2-5$ | $\begin{aligned} & \text { US } \\ & 63.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 4.4 \end{aligned}$ | 117.7 |
|  | (200600) Fruits, nuts, fruit-peel, etc preserved by sugar, \$2-7 | $\begin{aligned} & \mathrm{CN} \\ & 22.9 \end{aligned}$ | IE 9.6 | $\begin{aligned} & \text { DE } \\ & 6.6 \end{aligned}$ | 55.5 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | $\begin{aligned} & C L \\ & 4.3 \end{aligned}$ | 54.8 |
| Miscellaneous edible preparations | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$1-2 | $\begin{aligned} & \mathrm{NO} \\ & 12.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 11.4 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 9.4 \end{aligned}$ | 125.1 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |

## Saint Vincent and the Grenadines

## Basic statistics

| Current diversification (number of products) | 742 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,301 | Export opportunity in more complex products <br> (percentage) | 35 |
| Potential new products more complex than <br> the country's average | 2,476 | Import replacement opportunity in more <br> 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 | 6 |
| Vehicles other than railway, tramway | 6 |
| Pharmaceutical products | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Organic chemicals | 3 |
| 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 | 4 |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 14 | Asia | 33 |
| France | 7 | Western Europe | 22 |
| Germany | 7 | Northern America | 16 |
| China | 6 | Southern Europe | 8 |
| Thailand | 4 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Netherlands | 3 | South America | 3 |
| Italy | 3 |  |  |
| Spain | 3 |  |  |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Others | 27 |  |  |

## 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 | 17 |
| Cereal, flour, starch, milk preparations and products | 10 |


| 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 |
|  | 8 |
| Sum 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 |
| Russian Federation | 7 |
| Germany | 7 |

By regions

| Region | Percent |
| :--- | :--- |
| Asia | 31 |
| Western Europe | 21 |
| Northern America | 14 |
| Northern Europe | 14 |


| France | 7 |
| :--- | :--- |
| Netherlands | 5 |
| Japan | 5 |
| United Arab Emirates | 4 |
| China | 4 |
| Others | 23 |


| 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 | (293490) Heterocyclic compounds, nes, \$25326 | US <br> 658.4 | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 2612 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \mathrm{AU} \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.4 \end{aligned}$ | 1191.6 |


|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | $\begin{aligned} & \text { US } \\ & 345 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300390) Medicaments nes, formulated, in bulk, \$15-136 | $\begin{aligned} & \text { PS } \\ & 87.2 \end{aligned}$ | IE 59.8 | $\begin{aligned} & \text { TN } \\ & 45.8 \end{aligned}$ | 507.5 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | $\begin{aligned} & \mathrm{BR} \\ & 184 \end{aligned}$ | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \mathrm{TH} \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |


|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-1$ | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t $4.75-10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (851822) Multiple loudspeakers, mounted in single enclosure, \$63-329 | $\begin{aligned} & \text { AU } \\ & 174 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 83.5 \end{aligned}$ | 852.4 |
| Vehicles other than railway, tramway | (870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866 | SA $2774.6$ | $\begin{aligned} & \text { FR } \\ & 1101.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 545.5 \end{aligned}$ | 7194.8 |
|  | (870332) Automobiles, diesel engine of $1500-$ 2500 cc, \$10618-27295 | $\begin{aligned} & \text { DE } \\ & 1658 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 1585.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 791.1 \end{aligned}$ | 5588.0 |
|  | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (870510) Mobile cranes, \$33973-229543 | $\begin{aligned} & \text { KZ } \\ & 48.5 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 48.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 47.8 \end{aligned}$ | 395.7 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | ES 106 | 1487.5 |
|  | (901819) Electro-diagnostic apparatus, nes, \$065 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |


| (902750) <br> radiations, $\$ 304-5957$ | Instruments | nes | using | optical | CN | US | SG |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020230) Bovine cuts boneless, frozen, \$0-3 | AE <br> 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Fish, $\quad$ crustaceans,molluscs, <br> invertebrates nes | (030614) Crabs, frozen, \$6-24 | $\begin{aligned} & \text { JP } \\ & 482.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 135.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 23.7 \end{aligned}$ | 736.3 |
|  | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030490) Fish meat \& mince, except liver, roe \& fillets, froze, \$2-8 | $\begin{aligned} & \text { TH } \\ & 80.1 \end{aligned}$ | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |


|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 109.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 90.1 \end{aligned}$ | 504.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots), nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$520 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | CZ 9.9 | BE 7.2 | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070951) Mushrooms, fresh or chilled, \$3-17 | US 51 | $\begin{aligned} & \text { IT } \\ & 21.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | US 6.3 | $\begin{aligned} & \mathrm{CN} \\ & 4.7 \end{aligned}$ | 44.6 |
|  | (071339) Beans dried, shelled, nes, \$1-2 | $\begin{aligned} & \text { CA } \\ & 15.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | GB 3 | 40.8 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | US $281.9$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |


|  | (080410) Dates, fresh or dried, \$16 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$08 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120600) Sunflower seeds, \$0-4 | AE $33.2$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |




## Samoa

## Basic statistics

| Current diversification (number of products) | 474 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,413 | Export opportunity in more complex products <br> (percentage) | 36 |
| Potential new products more complex than <br> the country's average | 2,519 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 43 |
| Sum of others with smaller share | 4 |
|  | 4 |

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

| 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 |


| 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 31 |
| United Kingdom | 8 | Western Europe | 20 |
| China | 8 | Northern America | 15 |
| Russian Federation | 6 | Northern Europe | 13 |


| Germany | 6 | Eastern Europe | 10 |
| :--- | :--- | :--- | :--- |
| France | 6 |  | Southern Europe |
| 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 <br> 671.9 | ES 265 | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |



|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | 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 nonalloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | IT 161.7 | 1586.8 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or nonalloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | GB 103 | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1 | $\begin{aligned} & \text { TH } \\ & 296.4 \end{aligned}$ | IL 46.7 | VN 20 | 397.6 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | KR 75.5 | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |


|  | (847989) Machines and <br> mechanical appliances nes, <br> \$2729-6609   | $\begin{aligned} & \mathrm{JP} \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | IT 148.4 | 1135.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
|  | (847780) rubber or plastic working machines, nes, \$39520232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | PL 80.6 | 711.8 |
| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527 | $\begin{aligned} & \mathrm{CN} \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 799.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 391.7 \end{aligned}$ | 3322.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | FR 98.9 | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | HK 92.7 | 1322.0 |
|  | (853720) Electrical control and distribution boards, > 1kV, \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | TH 82.9 | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (871639) Trailers nes for the transport of goods, \$2403354458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | ES 67.4 | 533.2 |


|  | Trailer/nonmechanically propelled vehicle parts nes, \$0-3 | FR 141 | TR 52.4 | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US <br> 353.1 | ES 106 | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$6831534 | CN <br> 1211.5 | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | $111.3$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & R U \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |


|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | 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 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | RU 2.3 | 69.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | US 2.3 | KR 2.2 | 30.1 |
| Edible vegetables and certain roots and tubers | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |
|  | (071420) Sweet potatoes, fresh or dried, \$1-2 | $\begin{aligned} & \mathrm{NL} \\ & 23.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |





| Beverages, spirits and vinegar | (220710) Undenatured ethyl alcohol > 80\% by volume, $\$ 0-1$ | $\begin{aligned} & \text { DE } \\ & 407.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 375 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 336.6 \end{aligned}$ | 1714.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (220210) Beverage waters, sweetened or flavoured, \$1-3 | $\begin{aligned} & \text { US } \\ & 182.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 17.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 9.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.5 \end{aligned}$ | 480.5 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## San Marino

## Basic statistics

| Current diversification (number of products) | 1,630 | Potential new products more complex <br> (percentage) | 65 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,604 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 3,014 | Import replacement opportunity in more <br> 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 | 39 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 37 |
| China | 8 | Western Europe | 20 |
| Germany | 7 | Northern America | 15 |
| France | 5 | Northern Europe | 7 |
| Rep. of Korea | 4 | Eastern Europe | 7 |
| Italy | 4 | Southern Europe | 7 |
| Netherlands | 4 | South America | 3 |
| Japan | 4 |  |  |
| Thailand | 4 |  |  |
| United Kingdom | 3 |  |  |
| Canada | 3 |  |  |
| India | 3 | 27 |  |
| Others |  |  |  |
|  |  |  |  |

## 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 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 33 |
| Germany | 9 | Western Europe | 20 |
| China | 9 | Northern America | 18 |


| 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 <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |


|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pharmaceutical products | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702 | $\begin{aligned} & \text { DE } \\ & 4992.3 \end{aligned}$ | IT 2612 | $\begin{aligned} & \text { CN } \\ & 2233.9 \end{aligned}$ | 16667.9 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | VN 40.9 | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | DE 19.7 | 680.3 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) Sheet/film not <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | KR 45.1 | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |


|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | JP $131.8$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390740) Polycarbonates, in primary forms, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 579.4 \end{aligned}$ | ES 67.8 | $\begin{aligned} & \mathrm{RU} \\ & 38.9 \end{aligned}$ | 868.3 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t >10mm, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, 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 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}$, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |


|  | (841191) Parts of turbo-jet or turbo-propeller engines, \$19504416 | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | PL 80.6 | 711.8 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, $\$ 1258$-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semitrailers (truck tractors), \$1794076646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | PH 68.5 | 884.4 |
|  | (871639) Trailers nes for the transport of goods, \$24033-54458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | ES 67.4 | 533.2 |
|  | (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 <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & D E \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \text { CN } \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
| Fish, $\quad$ crustaceans, molluscs, invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |



|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{GB} \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | PL 12.5 | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | US 10 | 64.9 |
|  | (110812) Maize (corn) starch, \$01 | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |



| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AL} \\ & 12.4 \end{aligned}$ | 145.1 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | TH 19.5 | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & R U \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2I, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 67.1 |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1 | PT 2.5 | NL 1 | HU . 8 | 9.8 |


| Tobacco <br> manufactured <br> substitutes | and | (240210) | Cigars, cheroots and | US | JP | RS | 1216.1 |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- |

## Sao Tome and Principe

## Basic statistics

| Current diversification (number of products) | 511 | Potential new products more complex <br> (percentage) | 70 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,491 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 2,459 | Import replacement opportunity in more <br> 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 | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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 By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 33 |
| France | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 18 |
| Thailand | 4 | Eastern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| China | 4 | Northern Europe | 7 |
| Italy | 3 | South America | 3 |
| Canada | 3 |  |  |
| Russian Federation | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |

## 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 | 15 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 26 |
| United Kingdom | 9 | Western Europe | 23 |
| Germany | 9 | Northern America | 15 |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & D E \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |


| Miscellaneous chemical products | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & A E \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
|  | (380820) Fungicides, packaged for retail sale, \$5-17 | $\begin{aligned} & \text { GB } \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 44.8 \end{aligned}$ | 415.4 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |


|  | coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-1$ | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t $1-3 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |


|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 476.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (870190) Wheeled tractors nes, \$0-9592 | $\begin{aligned} & \text { ES } \\ & 57.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.1 \end{aligned}$ | 389.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |


| (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| (902211) Medical X-ray apparatus, \$466151451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \mathrm{RU} \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |


|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120930) Seed, flower, for sowing, \$026 | FR 6.4 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
|  | (120810) Soya bean flour or meal, \$0-3 | $\begin{aligned} & \mathrm{AU} \\ & 3.7 \end{aligned}$ | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |



|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO $181.1$ | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \mathrm{AU} \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 2.7 \end{aligned}$ | 159.8 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 5.6 \end{aligned}$ | 145.1 |


|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \mathrm{RU} \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
| Residues, wastes of food industry, animal fodder | (230910) Dog or cat food (retail), \$0-1 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | SE $34.5$ | 480.5 |
|  | (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230990) Animal feed preparations nes, \$13-36 | $\begin{aligned} & \text { ES } \\ & 16.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 4.5 \end{aligned}$ | BR 3 | 38.4 |

## Saudi Arabia

## Basic statistics

| Current diversification (number of products) | 8,699 | Potential new products more complex <br> (percentage) | 84 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,768 | Export opportunity in more complex products <br> (percentage) | 70 |
| Potential new products more complex than <br> the country's average | 2,325 | Import replacement opportunity in more <br> 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 | 8 |
| Electrical, electronic equipment | 5 |
| Iron and steel | 4 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Pharmaceutical products | 4 |
| Copper and articles thereof | 3 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Nickel and articles thereof | 3 |
| Sum of others with smaller share | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 39 |
| China | 10 | Western Europe | 20 |
| Germany | 7 | Northern America | 14 |
| France | 6 | Northern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Italy | 3 | Eastern Europe | 5 |
| India | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Thailand | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| Germany | 12 | Asia | 31 |
| USA | 8 | Western Europe | 26 |
| China | 7 | Northern Europe | 14 |
| France | 6 | Northern America | 11 |


| 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,preciousmetal <br> compound, isotopes | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | JP $303.3$ | US 19.6 | 1179.2 |
|  | (283620) Disodium carbonate, \$0-0 | $\begin{aligned} & \text { TH } \\ & 116.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 58.3 \end{aligned}$ | BR 47.2 | 633.9 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | FR 74.2 | 271.8 |
|  | (283691) Lithium carbonates, \$0-11 | $\begin{aligned} & \mathrm{CN} \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 75.5 \end{aligned}$ | JP 40.3 | 222.0 |


| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
|  | (293490) Heterocyclic compounds, nes, $\$ 1397-5698$ | $\begin{aligned} & \text { US } \\ & 300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 135.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.6 \end{aligned}$ | 509.6 |
|  | (293319) Heterocyclic compounds with unfused pyrazole ring, ne, $\$ 28-167$ | $\begin{aligned} & \text { BR } \\ & 173.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 51.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 48.1 \end{aligned}$ | 395.0 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$5051158 | US <br> 844.6 | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 321.4 \end{aligned}$ | 2570.1 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300630) Opacifying <br> preparations, $\quad$ x-ray, diagnostic <br> reagents, \$64-342  | $\begin{aligned} & \text { CN } \\ & 114.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 51.9 \end{aligned}$ | JP 30 | 303.5 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599 | US 93.2 | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.2 \end{aligned}$ | 260.5 |
|  | (300660) Contraceptive preps based on hormones or spermicides, \$55-277 | IT 33.1 | $\begin{aligned} & \text { RU } \\ & 30.4 \end{aligned}$ | ZA 12 | 192.5 |
| Iron and steel | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 0.5-1mm, nes, \$0-0 | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | ES 39.7 | 560.2 |


|  | (721912) Hot rolled stainless steel coil, w $>600 \mathrm{~mm}$, t 4.7510m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | TR 34.9 | 447.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720221) Ferro-silicon, >55\% silicon, \$1-1 | $\begin{aligned} & \text { JP } \\ & 270.4 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 40.6 \end{aligned}$ | RU 14.4 | 367.3 |
|  | (720712) Semi-finished bars, iron or non-alloy steel $<0.25 \%$ C, rectangular, nes, \$0-2 | $\begin{aligned} & \text { JP } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 85.6 \end{aligned}$ | TH 53.2 | 337.1 |
| Copper and articles thereof | (740311) Copper cathodes and sections of cathodes unwrought, \$6-6 | AE <br> 1449.3 | IN 336 | $\begin{aligned} & \text { EG } \\ & 237.1 \end{aligned}$ | 2902.6 |
|  | (741110) Pipes or tubes, refined copper, \$0-7 | $\begin{aligned} & \text { IN } \\ & 151.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 102.2 \end{aligned}$ | 945.8 |
|  | (740710) Bars, rods \& profiles of refined copper, \$0-7 | $\begin{aligned} & \text { SA } \\ & 135.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.3 \end{aligned}$ | VN 19.1 | 337.5 |
|  | (741011) Foil of refined copper, not backed, t < $0.15 \mathrm{~mm}, \$ 7-32$ | US 51.8 | $\begin{aligned} & \text { PL } \\ & 46.8 \end{aligned}$ | KR 29.2 | 184.9 |
|  | (741021) Foil of refined copper, backed, $\mathrm{t}<\mathbf{0 . 1 5 \mathrm { mm } , \$ 1 2 - 7 6}$ | CN 99 | $\begin{aligned} & \mathrm{HK} \\ & 27.8 \end{aligned}$ | PH 12.7 | 151.6 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \mathrm{CN} \\ & 985.7 \end{aligned}$ | US $879.2$ | $\begin{aligned} & \text { DE } \\ & 461.3 \end{aligned}$ | 3935.8 |
|  | (750512) Bars, rods and profiles, nickel alloy, \$23-60 | $\begin{aligned} & \mathrm{CN} \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.9 \end{aligned}$ | US 64.8 | 363.5 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | $\begin{aligned} & \text { ID } \\ & 40.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 22.4 \end{aligned}$ | 176.1 |
|  | (750522) Wire, nickel alloy, \$2475 | SA 33.3 | VN 12 | $\begin{aligned} & \mathrm{CN} \\ & 11.9 \end{aligned}$ | 123.1 |
|  | (750712) Tubes and pipe, nickel alloy, \$96-200 | US 48.1 | $\begin{aligned} & \mathrm{CN} \\ & 28.5 \end{aligned}$ | SG 4.3 | 84.0 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |


|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847710) Injection-moulding machines for rubber or plastic, \$90066-209262 | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | IT 34.5 | 391.9 |
|  | (843410) Milking machines, \$673-51879 | DE 109 | $\begin{aligned} & \text { FR } \\ & 68.7 \end{aligned}$ | NL 30.2 | 374.1 |
|  | (845811) Horizontal numerically controlled metal work lathes, \$20585-118730 | $\begin{aligned} & R U \\ & 124.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 48.1 \end{aligned}$ | PL 46.3 | 373.6 |
| Electrical, <br> electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$013 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$535216275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 159.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 115.5 \end{aligned}$ | 1368.0 |
|  | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 110.8 \end{aligned}$ | 1001.2 |


|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | PH 68.5 | 884.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$6831534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902150) Pacemakers for <br> stimulating heart muscles, <br> $\$ 1849-3549$  | $\begin{aligned} & \text { DE } \\ & 254.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 184.8 \end{aligned}$ | 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, \$7121446 | $\begin{aligned} & \text { GB } \\ & 57.3 \end{aligned}$ | MY 45 | DE 31.1 | 266.2 |
|  | (900290) Mounted lenses, prisms, mirrors, optical elements nes, \$590-1374 | CN 138 | $\begin{aligned} & \text { FR } \\ & 15.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \text { CN } \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & \text { HK } \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |


| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes aquatic | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030614) Crabs, frozen, \$24-51 | US <br> 142.9 | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | DE 2.9 | 167.8 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030250) Cod, fresh or chilled, whole, \$5-12 | $\begin{aligned} & \mathrm{NL} \\ & 32.3 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 11.3 \end{aligned}$ | 78.7 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \text { HK } \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$6-10 | $\begin{aligned} & \text { AE } \\ & 11.5 \end{aligned}$ | NZ 7.3 | US 6.4 | 51.0 |
|  | (040229) Milk and cream powder sweetened < 1.5\% fat, \$7-14 | IT 16.5 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | AU 3.1 | 33.4 |
|  | (040640) Cheese, blue-veined, \$6-11 | AT 4.4 | $\begin{aligned} & \text { UA } \\ & 2.9 \end{aligned}$ | NZ 2.4 | 24.1 |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | $\begin{aligned} & \text { VN } \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 47.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 108.9 \end{aligned}$ | HK 4.6 | DE 4.4 | 144.2 |




|  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | $\begin{aligned} & \text { FR } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & \mathrm{BG} \\ & 3.8 \end{aligned}$ | 95.3 |
|  | (160416) Anchovies, prepared or preserved, not minced, \$7-16 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | ES 8.7 | DE 4.2 | 28.6 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-0 | $\begin{aligned} & \text { FR } \\ & 342.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 69.7 \end{aligned}$ | AU <br> 58.3 | 827.9 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 4.5 \end{aligned}$ | BE 1.7 | 17.4 |
| Residues, wastes of food industry, animal fodder | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 6.2 \end{aligned}$ | 60.1 |

## Senegal

## Basic statistics

| Current diversification (number of products) | 3,668 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,878 | Export opportunity in more complex products <br> (percentage) | 64 |
| Potential new products more complex than <br> the country's average | 3,135 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 25 | Asia | 48 |
| USA | 11 | Western Europe | 17 |
| Germany | 6 | Northern America | 12 |
| France | 5 | Southern Europe | 6 |
| Netherlands | 3 | Eastern Europe | 5 |
| Thailand | 3 | Northern Europe | 5 |
| Italy | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| United Kingdom | 3 |  |  |
| Japan | 3 |  |  |
| Others | 22 |  |  |

## 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 product nes | 17 |
| Cereals | 14 |


| 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)

$$
\begin{array}{l|l}
\text { By countries } & \text { By regions }
\end{array}
$$

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 16 | Asia | 42 |
| USA | 8 | Western Europe | 18 |
| Germany | 5 | Northern America | 10 |
| United Kingdom | Northern Europe | 9 |  |
| China, Hong Kong SAR | 4 | Southern Europe | 6 |


| 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 | $\begin{aligned} & \text { CN } \\ & 70832.8 \end{aligned}$ | JP $802.6$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \text { (290121) Ethylene, \$0-6 } & \text { BE 646.9 } & \text { NL } \\ 163.6\end{array} \begin{array}{l}\text { DE } \\ 59.9\end{array}\right)$

| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | IN $142.5$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | ID 228.6 | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
|  | (390760) Polyethylene terephthalate, in primary forms, \$0-1 | IN 135.3 | $\begin{aligned} & \text { ES } \\ & 42.3 \end{aligned}$ | PK 40.5 | 711.8 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | FR 787.5 | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | TH 558.3 | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR 571.3 | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | TH 391.9 | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t 34.75 mm , nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | ES 609.7 | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP 178.9 | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |



| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { (901819) Electro-diagnostic } \\ & \text { apparatus, nes, } \$ 0-65 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | AU <br> 158.6 | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |



|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110811) Wheat, starch, \$0-0 | NL 19.2 | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | DE 8.5 | 58.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120600) Sunflower seeds, \$0-4 | AE 33.2 | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | US 41.7 | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |



|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$12 | ES 54.3 | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210310) Soya sauce, \$1-4 | US 17.8 | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | 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, \$2046 | 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 | $\begin{aligned} & \mathrm{RU} \\ & 284.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 23.9 \end{aligned}$ | 432.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |


|  | (230690) Vegetable oil-cake and <br> other solid residues nes, \$0-5 | YE 25.9 | IN <br> 14.2 | MY <br> 13.8 | 70.6 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (230890) Vegetable wastes and <br> residues nes for animal feed, \$0-0 | MA <br> 13.4 | AF 7.7 | KH 4.5 | 55.4 |
|  | (230240) Cereal bran, sharps, <br> (esidue except maize, wheat, ric, <br> $\$ 0-3$ | 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 <br> (percentage) | 83 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,991 | Export opportunity in more complex products <br> (percentage) | 74 |
| Potential new products more complex than <br> the country's average | 1,658 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 40 |
| Sum of others with smaller share | 4 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 38 |
| China | 13 | Western Europe | 19 |
| Germany | 6 | Northern America | 16 |
| United Kingdom | 5 | Northern Europe | 8 |
| France | 4 | Southern Europe | 6 |
| India | 3 | Eastern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Singapore | 3 |  |  |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 26 |  |  |

## 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 |


| 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 | 7 |
| United Kingdom | 7 |
| Japan | 6 |
| Netherlands | 5 |
| Rep. of Korea |  |

By regions

| Region | Percent |
| :--- | :--- |
| Asia | 39 |
| Western Europe | 19 |
| Northern Europe | 18 |
| Eastern Europe | 7 |
| Southern Europe | 6 |
| Northern America | 6 |


| 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 metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | $\begin{aligned} & \text { AE } \\ & 668.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (283620) Disodium carbonate, \$00 | $\begin{aligned} & \text { TH } \\ & 116.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 58.3 \end{aligned}$ | BR 47.2 | 633.9 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | DE 20.4 | 467.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$0-195 | $\begin{aligned} & \mathrm{CN} \\ & 355.5 \end{aligned}$ | PL 4.2 | US 2.2 | 363.7 |


| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293100) Organo-inorganic compounds, nes, \$3-18 | $\begin{aligned} & \text { BR } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 94.3 \end{aligned}$ | IE 31.3 | 593.9 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | $\begin{aligned} & \text { VN } \\ & 113.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | ES 65.8 | 528.2 |
|  | (293490) Heterocyclic compounds, nes, $\$ 1397-5698$ | $\begin{aligned} & \text { US } \\ & 300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 135.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.6 \end{aligned}$ | 509.6 |
| Pharmaceutical products | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 95.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 54.2 \end{aligned}$ | 684.6 |
|  | (300630) Opacifying preparations, <br> x-ray, diagnostic reagents, \$0-64 | $\begin{aligned} & \text { US } \\ & 267.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
|  | (300239) Vaccines, veterinary use, except foot and mouth, \$252-563 | NL 67.2 | $\begin{aligned} & \text { IT } \\ & 60.9 \end{aligned}$ | JP 39.2 | 410.9 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$28-61 | $\begin{aligned} & \text { US } \\ & 120.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 118.1 \end{aligned}$ | ES 100 | 631.3 |
|  | (381800)/Chemical element/compound wafers doped for electronic, $\$ 743-1791$ | SG 317 | JP 54 | $\begin{aligned} & \text { US } \\ & 52.5 \end{aligned}$ | 504.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$1736 | SA 214 | $\begin{aligned} & C N \\ & 83.2 \end{aligned}$ | ID 54.3 | 483.6 |


|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | AE <br> 112.8 | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | IN 47.6 | 417.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0 | $\begin{aligned} & \text { CN } \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 151.9 \end{aligned}$ | LK 41.6 | 451.3 |
|  | (721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2 | $\begin{aligned} & \text { FR } \\ & 279.5 \end{aligned}$ | IN <br> 141.4 | JP 9.4 | 440.7 |
|  | (720711) Rectangular iron or nonalloy steel bars, <.25\%C, width< twice thicknes, \$0-3 | $\begin{aligned} & \text { TH } \\ & 292.3 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 52.6 \end{aligned}$ | LK 14.1 | 412.0 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 66.7 \end{aligned}$ | CZ 43 | SI 29.3 | 386.7 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | $\begin{aligned} & \text { CN } \\ & 985.7 \end{aligned}$ | US 879.2 | $\begin{aligned} & \text { DE } \\ & 461.3 \end{aligned}$ | 3935.8 |
|  | (750400) Nickel powders and flakes, \$0-21 | $\begin{aligned} & C N \\ & 105.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 56.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 20.2 \end{aligned}$ | 210.8 |
|  | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | $\begin{aligned} & \text { ID } \\ & 40.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 22.4 \end{aligned}$ | 176.1 |
|  | (750220) Nickel unwrought, alloyed, \$13-50 | GB 63 | $\begin{aligned} & \text { US } \\ & 34.8 \end{aligned}$ | IT 16 | 170.5 |
|  | (750300) Nickel waste or scrap, \$9-16 | JP 42.8 | $\begin{aligned} & \text { US } \\ & 27.8 \end{aligned}$ | DE 25.3 | 134.2 |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (845129) Drying machines, nes, \$336-4747 | $\begin{aligned} & \text { US } \\ & 592.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | CN 2.1 | 657.5 |
|  | (842710) Self-propelled works trucks, electric motor, \$1819236024 | $\begin{aligned} & \text { GB } \\ & 243.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 68.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.8 \end{aligned}$ | 490.9 |


|  | (840790) Engines, spark-ignition type nes, \$127-1508 | $\begin{aligned} & \text { US } \\ & 347.1 \end{aligned}$ | BE 7.6 | IE 7.5 | 386.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (845811) Horizontal numerically controlled metal work lathes, \$20585-118730 | $\begin{aligned} & \text { RU } \\ & 124.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 48.1 \end{aligned}$ | PL 46.3 | 373.6 |
| Electrical, electronic equipment | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
|  | (850422) Liquid <br> transformers dielectric <br> \$30190-67252  | $\begin{aligned} & \text { US } \\ & 197.2 \end{aligned}$ | DE 59 | $\begin{aligned} & \mathrm{CH} \\ & 14.1 \end{aligned}$ | 322.2 |
|  | (854290) Parts of electronic integrated circuits etc, \$947-1258 | $\begin{aligned} & H K \\ & 106.5 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 99.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 36.7 \end{aligned}$ | 271.9 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 102.6 \end{aligned}$ | $\begin{aligned} & C A \\ & 100.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |


| (901380) Optical devices, appliances and instruments, nes, \$0-10 | $\begin{aligned} & \text { HK } \\ & 677.7 \end{aligned}$ | US 11 | MY 7.6 | 698.3 |
| :---: | :---: | :---: | :---: | :---: |
| (902219) Non-medical X-ray equipment, \$11306-42823 | JP 65.5 | $\begin{aligned} & \text { US } \\ & 51.8 \end{aligned}$ | FR 39.5 | 415.8 |
| (903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28 | $\begin{aligned} & \text { US } \\ & 350.7 \end{aligned}$ | IN 8.8 | HK 6.6 | 376.5 |
| (903140) Optical instruments and appliances, nes, \$4859-11859 | US $117.7$ | $\begin{aligned} & \text { SG } \\ & 109.1 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 62.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$4-8 | $\begin{aligned} & \text { ES } \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020900) Pig and poultry fat, unrendered, \$0-0 | CZ 4.9 | SK 4.5 | $\begin{aligned} & \text { GB } \\ & 4.2 \end{aligned}$ | 30.4 |
| Fish, <br> crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |


|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & C A \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & V N \\ & 13.6 \end{aligned}$ | 106.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | AU 2.6 | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |
|  | (030710) Oysters, \$6-13 | US 5.8 | CN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.1 \end{aligned}$ | 28.2 |
| Dairy products, eggs, honey, edible animal product nes | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \text { HK } \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 12.4 \end{aligned}$ | 161.7 |
| Edible vegetables and certain roots and tubers | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 15.3 \end{aligned}$ | FR 5 | $\begin{aligned} & \text { DK } \\ & 1.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{HK} \\ & 28.9 \end{aligned}$ | FR 3.7 | $\begin{aligned} & \text { PT } \\ & 1.7 \end{aligned}$ | 39.3 |
|  | (090122) Coffee, roasted, decaffeinated, \$22-44 | PT 3 | GB 2.9 | $\begin{aligned} & \text { ES } \\ & 2.7 \end{aligned}$ | 20.9 |


| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.5 \end{aligned}$ | 205.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | $\begin{aligned} & \text { PL } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10 \end{aligned}$ | 64.9 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (121120) Ginseng roots, \$13-75 | $\begin{aligned} & \mathrm{CN} \\ & 21.8 \end{aligned}$ | US 9.3 | IT 1.4 | 38.7 |
|  | (121300) Cereal straw \& husks, unprepared, \$0-0 | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | KR 6.5 | $\begin{aligned} & \text { PS } \\ & 3.1 \end{aligned}$ | 36.7 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130212) Liquorice extract, \$7-20 | IT 3.2 | FI 1.9 | $\begin{aligned} & \text { DE } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 11 \end{aligned}$ | 261.1 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 112.8 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-0 | $\begin{aligned} & \text { JP } \\ & 23.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 10.1 \end{aligned}$ | 90.8 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2 | $\begin{aligned} & \text { SE } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 7.1 \end{aligned}$ | 64.0 |
| Meat, fish and seafood food preparations nes | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |


|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$814 | $\begin{aligned} & \text { DE } \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.8 \end{aligned}$ | 85.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160412) Herrings, prepared or preserved, not minced, \$0-3 | RU 8.1 | RO 7.4 | $\begin{aligned} & \mathrm{EE} \\ & 5.4 \end{aligned}$ | 31.3 |
|  | (160416) Anchovies, prepared or preserved, not minced, \$7-16 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | ES 8.7 | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 28.6 |
|  | (160430) Caviar and caviar substitutes prepared from fish eggs, \$14-115 | IL 3.5 | NL 2.9 | $\begin{aligned} & \text { UA } \\ & 2.8 \end{aligned}$ | 23.3 |
| Sugars and sugar confectionery | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | $\begin{aligned} & \text { DE } \\ & 5.5 \end{aligned}$ | 48.3 |
|  | (170260) Fructose, syrup > 50\% fructose, not pure fructose, \$0-1 | US 4.1 | PL 2.4 | $\begin{aligned} & \text { FR } \\ & 1.8 \end{aligned}$ | 19.8 |
|  | (170210) Lactose and lactose syrup, \$5-11 | IE 6.8 | US 3.3 | $\begin{aligned} & \mathrm{CN} \\ & 2.6 \end{aligned}$ | 19.4 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$10-23 | PL 2 | DE 1.6 | $\begin{aligned} & \text { SA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 10.7 \end{aligned}$ | JP 3.8 | $\begin{aligned} & \text { DE } \\ & 1.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 66.6 \end{aligned}$ | 496.3 |

## Seychelles

## Basic statistics

| Current diversification (number of products) | 1,130 | Potential new products more complex <br> (percentage) | 70 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,218 | Export opportunity in more complex products <br> (percentage) | 39 |
| Potential new products more complex than <br> the country's average | 2,932 | Import replacement opportunity in more <br> 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 | 7 |
| Organic chemicals | 6 |
| Iron and steel | 5 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| 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 others with smaller share | 41 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 36 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 16 |
| Germany | 5 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Netherlands | 4 | South America | 3 |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Others | 29 |  |  |

## 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 | 20 |
| Edible fruit, nuts, peel of citrus fruit, melons | 11 |


| 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 |


| Russian Federation | 5 |  | Eastern Europe |
| :--- | :--- | :--- | :--- |
| Japan | 5 |  | 9 |
| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE $51.2$ | 521.3 |
|  | (285100) Inorganic compounds, liquid/compressed air,amalgams ne, \$2-35 | US $416.3$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 14.9 \end{aligned}$ | 491.8 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |


|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 64.7 \end{aligned}$ | 939.2 |
|  | (390760) Polyethylene terephthalate, in primary forms, \$0-1 | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 42.3 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 40.5 \end{aligned}$ | 711.8 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |


|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | $\mathrm{JP}$ $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t $3-4.75 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |


|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & V N \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$1013520661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (850230) Electric generating sets, nes, \$102223-453892 | $\begin{aligned} & \mathrm{NL} \\ & 366.9 \end{aligned}$ | AU $319.5$ | $\begin{aligned} & \text { AR } \\ & 107 \end{aligned}$ | 1326.1 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \mathrm{RU} \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \text { NL } \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Optical, photo, technical, medical, etc apparatus | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US $353.1$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |


| (902140) Hearing aids, except parts and | FR | NL | GB | 872.6 |
| :--- | :--- | :--- | :--- | :--- |
|  | 373.8 | 146.2 | 114.7 |  |

Potential new agri-business products with higher export opportunity and top 3 growing markets


|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | PL 21.3 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.3 \end{aligned}$ | $\begin{aligned} & C N \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US <br> 191.6 | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080520) Mandarin, clementine \& citrus hybrids, fresh or dried, \$0-1 | $\begin{aligned} & \text { RU } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 79.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.9 \end{aligned}$ | 243.7 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | US <br> 111.6 | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
|  | (110811) Wheat, starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.5 \end{aligned}$ | 58.6 |
|  | (110812) Maize (corn) starch, \$0-1 | DE 9.7 | $\begin{aligned} & \mathrm{BE} \\ & 6.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 5.3 \end{aligned}$ | 56.1 |
|  | (110419) Cereals, rolled or flaked grains nes, \$0-3 | GB 1.5 | $\begin{aligned} & \text { SA } \\ & 1.3 \end{aligned}$ | DE . 9 | 6.7 |


| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$11-25 | $\begin{aligned} & \text { US } \\ & 41.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 15.1 \end{aligned}$ | IT 1.5 | 64.1 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | PL 2.8 | 32.1 |
|  | (120930) Seed, flower, for sowing, \$026 | FR 6.4 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 20.5 |
|  | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160413) Sardine, brisling, sprat prepared/preserved, not mince, \$2-6 | JP 23.1 | $\begin{aligned} & \text { AO } \\ & 8.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.6 \end{aligned}$ | 99.9 |




## Sierra Leone

## Basic statistics

| Current diversification (number of products) | 2,216 | Potential new products more complex <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,368 | Export opportunity in more complex products <br> (percentage) | 46 |
| Potential new products more complex than <br> the country's average | 3,267 | Import replacement opportunity in more <br> 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 36 |
| China | 7 | Western Europe | 20 |
| France | 6 | Northern America | 15 |
| Germany | 5 | Eastern Europe | 7 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 7 |
| Belgium | 3 | South America | 3 |
| Japan | 3 |  |  |
| Italy | 3 |  |  |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Others | 28 |  |  |
| P |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 34 |
| China | 9 | Western Europe | 21 |
| Germany | 8 | Northern America | 14 |


| 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, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |


| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$5051158 | US 844.6 | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 321.4 \end{aligned}$ | 2570.1 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \text { CN } \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & M Y \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL $88.1$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |


|  | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | $\begin{aligned} & \mathrm{CN} \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & B E \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | JP $205.1$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | $\begin{aligned} & \text { US } \\ & 1239.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |



| Optical photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & C N \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (901819) Electro-diagnostic apparatus, nes, $\$ 0-65$ | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |
|  | (900130) Contact lenses, \$0-1 | $\begin{aligned} & \text { US } \\ & 445.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020220) Bovine cuts bone in, frozen, \$3-9 | $\begin{aligned} & \text { CN } \\ & 225.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 153.3 \end{aligned}$ | AE 6.1 | 411.8 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | 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 | $\begin{aligned} & C N \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |




| Meat, fish and seafood food preparations nes | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 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, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | SA 39.7 | $\begin{aligned} & \text { BE } \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | Fl 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, \$510 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |



|  |  |
| :--- | ---: |


| (220820) Spirits obtained by <br> distilling grape wine, grape marc, <br> \$0-7 | RU <br> 284.9 | FR <br> 72.9 | PH <br> 23.9 | 432.9 |
| :--- | :--- | :--- | :--- | :--- |
| (220600) Fermented beverages <br> nes (eg cider, perry, mead, etc), <br> \$0-1 | RU <br> 43.9 | GB <br> 30.9 | BW <br> 13.7 | 133.4 |
| (220900) Vinegar and substitutes <br> for vinegar from acetic acid, \$0-1 | PT 2.5 | NL 1 | HU .8 | 9.8 |
| (240210) Cigars, cheroots and <br> cigarillos, containing tobacco, <br> \$51-173 | US <br> 1071.6 | JP <br> 81.9 | RS <br> 20.6 | 1216.1 |

## Singapore

## Basic statistics

| Current diversification (number of products) | 17,411 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 790 | Export opportunity in more complex products <br> (percentage) | 69 |
| Potential new products more complex than <br> the country's average | 624 | Import replacement opportunity in more <br> 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 | 7 |
| Meat and edible meat offal | 5 |
| Pearls, precious stones, metals, coins, etc | 4 |
| Organic chemicals | 7 |
| 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
By regions

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 13 | Asia | 29 |
| Italy | 7 | Western Europe | 21 |
| Germany | 7 | Northern America | 15 |
| China | 7 | Southern Europe | 11 |
| United Kingdom | 6 | Northern Europe | 10 |
| France | 6 | Eastern Europe | 7 |
| Thailand | 5 | South America | 3 |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Canada | 3 |  |  |
| Others | 24 |  |  |


| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 13 | Asia | 29 |
| Italy | 7 | Western Europe | 21 |
| Germany | 7 | Northern America | 15 |
| China | 7 | Southern Europe | 11 |
| United Kingdom | 6 | Northern Europe | 10 |
| France | 6 | Eastern Europe | 7 |
| Thailand | 5 | South America | 3 |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Canada | 3 |  |  |
| Others | 24 |  |  |

## 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 |


| Cereals | 14 |
| :--- | :--- |
| Residues, wastes of food industry, animal fodder | 9 |
| Dairy products, eggs, honey, edible animal product nes | 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 | 4 |
| Spain | 4 |
| France |  |

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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$13 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IE} \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | US 227 | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |
|  | (120791) Poppy seeds, \$0-3 | AT 13.6 | NL 8.3 | UA 4.9 | 38.7 |


|  | (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 | $\begin{aligned} & \text { FR } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 68.3 \end{aligned}$ | 463.3 |
|  | (291819) Carboxylic acids <br> (alcohol function only), <br> derivatives, $\$ 27-64$   | RU 39 | $\begin{aligned} & \text { KR } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 11.9 \end{aligned}$ | 111.7 |
|  | (292410) Acyclic amides, derivatives, salts thereof, \$0-3 | FR 45.5 | $\begin{aligned} & \text { US } \\ & 28.8 \end{aligned}$ | NL 7.7 | 109.0 |
|  | (290124) Buta-1, 3-diene and isoprene, \$0-0 | $\begin{aligned} & \text { GB } \\ & 30.1 \end{aligned}$ | PL 29.4 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$599-819 | DE 40.8 | IT 13.8 | $\begin{aligned} & \mathrm{CH} \\ & 3.2 \end{aligned}$ | 65.3 |
|  | (300339) Hormones nes, no antibiotics, bulk, not contraceptive, \$258-613 | US 15.7 | LT 9.6 | $\begin{aligned} & \text { AO } \\ & 8.8 \end{aligned}$ | 45.7 |
|  | (300410) Penicillins and streptomycins, derivs, in dosage, \$243-730 | GB 7.4 | CZ 5.7 | $\begin{aligned} & \text { QA } \\ & 3.9 \end{aligned}$ | 30.3 |
|  | (300630) Opacifying <br> preparations, $\quad$ x-ray, diagnostic <br> reagents, $\$ 1083-2699$  | CN 9.8 | FR 2.3 | $\begin{gathered} \text { GB } \\ 1.8 \end{gathered}$ | 25.1 |
| Miscellaneous chemical products | (381519) Supported catalysts, except nickel or precious metal, \$28-61 | $\begin{aligned} & \text { US } \\ & 120.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 118.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 100 \end{aligned}$ | 631.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$1736 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |



|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | FR 263 | IT 60.8 | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
|  | (720310) Ferrous products from direct reduction of iron ore, \$0-5 | $\begin{aligned} & \text { CN } \\ & 307.1 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 76.7 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 63.8 \end{aligned}$ | 520.0 |
|  | (720922) Cold rolled iron or nonalloy steel, coil, width >600mm, t $1-3 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
| Machinery \& mech appliance etc | (843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$6501-85467 | CL 53.3 | $\begin{aligned} & \mathrm{NL} \\ & 40.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 30.9 \end{aligned}$ | 337.6 |
|  | (843230) Seeders, planters and transplanters, \$25671-62524 | RU 56.5 | $\begin{aligned} & \text { NG } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 35.8 \end{aligned}$ | 225.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$1939-4286 | $\begin{aligned} & \text { IT } \\ & 168.4 \end{aligned}$ | NL . 8 | MY . 5 | 172.3 |
|  | (844540) Textile yarn winding or reeling machines, \$2006-59309 | IN 77.4 | $\begin{aligned} & \text { US } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 10.4 \end{aligned}$ | 143.5 |
|  | (843340) Straw or fodder balers, including pick-up balers, \$3650985134 | GB 42 | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 13.8 \end{aligned}$ | 132.9 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 110.8 \end{aligned}$ | 1001.2 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |
|  | (870130) Track-laying tractors (crawlers), \$10200-147074 | $\begin{aligned} & \text { US } \\ & 494.9 \end{aligned}$ | FR 9.5 | ET 6.5 | 540.3 |
|  | (870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331 | $\begin{aligned} & \text { US } \\ & 198.4 \end{aligned}$ | SE 10.8 | $\begin{aligned} & \text { NO } \\ & 8.1 \end{aligned}$ | 248.5 |


| (870540) Mobile concrete mixers, <br> $\$ 26877-75384$ | VN 52.2 | KH | MA | 219.5 |
| :--- | :--- | :--- | :--- | :--- | :--- |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except pure-bred breeding < 50 kg , \$0-62 | $\begin{aligned} & \text { US } \\ & 15.1 \end{aligned}$ | PT 6.5 | NL 5.1 | 35.8 |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | JP $323.1$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020442) Sheep cuts, bone in, frozen, \$5-12 | $\begin{aligned} & \text { SA } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 11.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (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 | $\begin{aligned} & \mathrm{VN} \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 47.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
| Milling products, malt, starches, inulin, wheat gluten | (110720) Malt, roasted, \$0-0 | $\begin{aligned} & \text { KH } \\ & 34.8 \end{aligned}$ | ZA 4.3 | NL 3.3 | 67.7 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | $\begin{aligned} & \text { PL } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | 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, \$1430 | SA 0 | NZ 0 | CH 0 | 0.1 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |
|  | (120791) Poppy seeds, \$0-3 | $\begin{aligned} & \text { AT } \\ & 13.6 \end{aligned}$ | NL 8.3 | UA 4.9 | 38.7 |


|  | (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 | $\begin{aligned} & \text { FR } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 11.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 11.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { ES } \\ & 38.4 \end{aligned}$ | 293.8 |


| (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
| :---: | :---: | :---: | :---: | :---: |
| (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
| (230630) Sunflower seed oilcake 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 <br> (percentage) | 84 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 872 | Export opportunity in more complex products <br> (percentage) | 71 |
| Potential new products more complex than <br> the country's average | 732 | Import replacement opportunity in more <br> 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 | 7 |
| 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 |
|  | 26 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 39 |
| France | 8 | Western Europe | 19 |
| China | 7 | Northern America | 17 |
| China, Hong Kong SAR | 5 | Southern Europe | 8 |
| Rep. of Korea | 4 | Northern Europe | 5 |
| Spain | 4 | South America | 4 |
| Malaysia | 3 | Eastern Europe | 4 |
| Germany | 3 |  |  |
| Canada | 3 |  |  |
| Netherlands | 3 |  |  |
| Singapore | 3 |  |  |
| Switzerland | 3 |  |  |
| Others | 26 |  |  |
|  |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China, Hong Kong SAR | 32 | Asia | 55 |
| France | 16 | Western Europe | 26 |
| Thailand | 6 | Northern America | 6 |
| Japan | 5 | Southern Europe | 4 |
| Netherlands | 5 | Northern Europe | 4 |
| Viet Nam | 5 |  |  |
| Canada | 4 |  |  |
| Spain | 3 |  |  |
| Others |  |  |  |

## 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic $\quad$ chemicals,precious $\quad$ metalcompound, isotopes | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (284390) Precious compounds except gold, milver, amalgam, $\$ 0-195$ | $\begin{aligned} & \text { CN } \\ & 355.5 \end{aligned}$ | PL 4.2 | $\begin{aligned} & \text { US } \\ & 2.2 \end{aligned}$ | 363.7 |
|  | (281820) Aluminium oxide, except artificial corundum, \$7-16 | $\begin{aligned} & \text { SA } \\ & 45.2 \end{aligned}$ | DE 27 | JP 11 | 91.2 |
|  | (284330) Gold compounds, \$52723971 | $\begin{aligned} & \mathrm{AE} \\ & 42.4 \end{aligned}$ | CZ 21 | PL 6.1 | 91.0 |
|  | (282300) Titanium oxides, \$0-2 | $\begin{aligned} & \text { VN } \\ & 38.3 \end{aligned}$ | BE 8.2 | Fl 4.5 | 74.4 |
| Organic chemicals | (293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28167 | $\begin{aligned} & \text { BR } \\ & 173.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 51.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 48.1 \end{aligned}$ | 395.0 |
|  | (293500) Sulphonamides in bulk, \$392-933 | $\begin{aligned} & \text { IE } \\ & 69.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 63.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 42.4 \end{aligned}$ | 295.5 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$0-12 | $\begin{aligned} & \text { DE } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 38.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 17.8 \end{aligned}$ | 187.8 |
|  | (294130) Tetracyclines, derivatives, in bulk, salts, \$34-250 | $\begin{aligned} & \mathrm{NL} \\ & 40.7 \end{aligned}$ | BE 39 | $\begin{aligned} & \text { RU } \\ & 8.9 \end{aligned}$ | 131.3 |
|  | (292242) Glutamic acid, salts, \$0-1 | $\begin{aligned} & \mathrm{MM} \\ & 16.2 \end{aligned}$ | KH 16 | $\begin{aligned} & \text { AF } \\ & 14.7 \end{aligned}$ | 130.3 |
| Pharmaceutical products | (300420) Antibiotics nes, in dosage, \$466-1644 | $\begin{aligned} & \text { US } \\ & 781 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 91.6 \end{aligned}$ | 1590.4 |


|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 95.3 \end{aligned}$ | US $54.2$ | 684.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599 | $\begin{aligned} & \text { US } \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.2 \end{aligned}$ | 260.5 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$599-819 | $\begin{aligned} & \text { DE } \\ & 40.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 13.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 3.2 \end{aligned}$ | 65.3 |
|  | (300630) Opacifying preparations, $x$ ray, diagnostic reagents, \$10832699 | $\begin{aligned} & C N \\ & 9.8 \end{aligned}$ | FR 2.3 | $\begin{aligned} & \text { GB } \\ & 1.8 \end{aligned}$ | 25.1 |
| Miscellaneous chemical products | (381519) Supported catalysts, except nickel or precious metal, \$2861 | US $120.8$ | $\begin{aligned} & R U \\ & 118.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 100 \end{aligned}$ | 631.3 |
|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 0-45$ | $\begin{aligned} & \text { MY } \\ & 225 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 37.9 \end{aligned}$ | 365.9 |
|  | (381511) Supported catalysts, nickel based, \$11-30 | TH 35 | $\begin{aligned} & \text { SA } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 23.2 \end{aligned}$ | 173.9 |
|  | (380110) Artificial graphite, \$0-1 | $\begin{aligned} & \text { MY } \\ & 53.5 \end{aligned}$ | FR 4.4 | IN 3.4 | 74.6 |
|  | (381600) Refractory cements, mortars, concretes except graphit, \$2-4 | $\begin{aligned} & \mathrm{CN} \\ & 10.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 32.1 \end{aligned}$ | $\begin{aligned} & M Y \\ & 22.8 \end{aligned}$ | 290.9 |
|  | (480441) Paper, kraft, 150-225 g/m2, unbleached, uncoated nes, \$02 | $\begin{aligned} & \mathrm{CN} \\ & 46.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 35.9 \end{aligned}$ | DE 20 | 158.5 |
|  | (481131) Paper, $\quad>150 \mathrm{~g} / \mathrm{m} 2$, bleached, coated $/$ impregnated, $\$ 0-1$ | $\begin{aligned} & \text { FR } \\ & 18.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 13.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.8 \end{aligned}$ | 140.0 |



|  | (845129) Drying machines, nes, \$336-4747 | US $592.2$ | $\begin{aligned} & \text { CA } \\ & 54.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 2.1 \end{aligned}$ | 657.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842240) Packing or wrapping machinery nes, \$66673-180950 | $\begin{aligned} & \text { CN } \\ & 129.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 39.4 \end{aligned}$ | 282.2 |
|  | (843311) Mowers, powered, lawn, with horizontal cutting device, \$8291896 | $\begin{aligned} & \text { CA } \\ & 177 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 31.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 23.6 \end{aligned}$ | 272.5 |
|  | (842620) Tower cranes, \$63322117540 | $\begin{aligned} & \mathrm{RU} \\ & 68.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.9 \end{aligned}$ | 268.4 |
| Electrical, electronic equipment | (850230) Electric generating sets, nes, \$102223-453892 | $\begin{aligned} & \text { NL } \\ & 366.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 319.5 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 107 \end{aligned}$ | 1326.1 |
|  | (851671) Electric coffee or tea makers, domestic, \$240-554 | $\begin{aligned} & \text { DE } \\ & 136.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 23.6 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 10.9 \end{aligned}$ | 187.2 |
|  | (850163) AC generators, of an output 375-750 kVA, \$309-8228 | $\begin{aligned} & \text { KR } \\ & 156.8 \end{aligned}$ | US 4.3 | $\begin{aligned} & V N \\ & 3.5 \end{aligned}$ | 176.2 |
|  | (851631) Electric hair dryers, \$92273 | $\begin{aligned} & C N \\ & 136 \end{aligned}$ | IT 6.1 | ES 2.4 | 150.3 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$87805-173310 | $\begin{aligned} & \text { PK } \\ & 39.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 12.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11.3 \end{aligned}$ | 145.4 |
| Optical, photo, technical, medical, etc apparatus | (901380) Optical devices, appliances and instruments, nes, \$010 | $\begin{aligned} & \mathrm{HK} \\ & 677.7 \end{aligned}$ | US 11 | $\begin{aligned} & \text { MY } \\ & 7.6 \end{aligned}$ | 698.3 |
|  | $\begin{aligned} & \text { (901811) } \quad \text { Electro-cardiographs, } \\ & \$ 1100-2726 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 467.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 12.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 1.2 \end{aligned}$ | 483.0 |
|  | (900661) Photographic discharge lamp flashlight apparatus, \$0-113 | $\begin{aligned} & \text { CN } \\ & 153.8 \end{aligned}$ | DE 6.7 | CA 3 | 173.7 |
|  | (901310) Telescopes for arms/other equipment, periscopes, \$0-148 | $\begin{aligned} & \text { US } \\ & 122.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 6.7 \end{aligned}$ | AU 3 | 138.0 |
|  | (902720) Chromatographs, <br> electrophoresis instruments, $\$ 0-$ <br> 5199  | US 34 | SG 30 | $\begin{aligned} & \mathrm{IN} \\ & 18.2 \end{aligned}$ | 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 $293.8$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020722) Turkeys, domestic, whole, frozen, \$2-4 | GB 8.1 | $\begin{aligned} & \text { GR } \\ & 1.4 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 1.3 \end{aligned}$ | 14.1 |
|  | (021011) Hams and shoulders, swine, salted, dried or smoked, \$0-5 | IT 1.9 | $\begin{aligned} & \text { DK } \\ & 1.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{MO} \\ & 5.6 \end{aligned}$ | BE .7 | AU . 3 | 7.8 |
| Dairy products, eggs, honey, edible animal product nes | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 194.0 |
|  | (041000) Edible products of animal origin nes, \$5-56 | $\begin{aligned} & \mathrm{TH} \\ & 45.9 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 11 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 3.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.5 \end{aligned}$ | 58.6 |
|  | (110820) Inulin, \$2-7 | US 9.2 | $\begin{aligned} & \text { JP } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 3.1 \end{aligned}$ | 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 |


| Animal, vegetable fats and oils, cleavage products, etc | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151913) Tall oil fatty acids, \$12 | KR 5.2 | $\begin{gathered} \mathrm{AU} \\ 3.2 \end{gathered}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 25.0 |
|  | (151912) Oleic acid, \$1-3 | $\begin{aligned} & \mathrm{JP} \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | ZA . 8 | 16.4 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-0 | LT 3.4 | $\begin{aligned} & \text { ES } \\ & 3.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 2.4 \end{aligned}$ | 13.8 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$3-7 | KR 2.8 | $\begin{aligned} & \text { MA } \\ & 1.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.1 \end{aligned}$ | 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., \$716 | 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, \$53170 | 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 <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 922 | Export opportunity in more complex products <br> (percentage) | 67 |
| Potential new products more complex than <br> the country's average | 727 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 12 | Asia | 36 |
| USA | 11 |  | Western Europe |
| Germany | 22 |  |  |
| United Kingdom | 5 | Northern America | 12 |
| France | 5 | Northern Europe | 11 |
| Italy | 3 | Southern Europe | 6 |
| India | Eastern Europe | 6 |  |
| Switzerland | 3 | South America | 3 |
| China, Hong Kong SAR | 3 |  |  |
| Singapore | 3 |  |  |
| Others | 25 |  |  |

## 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 |


| 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 |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| France | 17 | Western Europe | 29 |
| USA | 12 | Asia | 20 |
| Egypt | 7 | Northern America | 15 |
| United Kingdom | 7 | Northern Europe | 11 |
| Germany | 6 | Eastern Europe | 9 |
| Thailand | 5 | Northern Africa | 7 |
| Belgium | 5 | 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 <br> 383.8 | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
|  | (293219) Heterocyclic compounds with unfused furan ring, nes, \$0-20 | $\begin{aligned} & \mathrm{NL} \\ & 154.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 27.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.8 \end{aligned}$ | 236.2 |
|  | (293410) Heterocyclic compounds with an unfused thiazole ring, \$34246 | BR 53.6 | $\begin{aligned} & \text { CA } \\ & 49.6 \end{aligned}$ | US 23.4 | 197.6 |
|  | (290330) Fluor-/brom-/iodin-ated derivs of acyclic hydrocarbon, \$0-5 | NL 79.6 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | BR 14 | 181.9 |
|  | (290930) Aromatic ethers, derivatives, $\$ 8$-43 | JP 54.2 | $\begin{aligned} & \text { KR } \\ & 16.1 \end{aligned}$ | US 13.3 | 138.2 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$204-452 | $\begin{aligned} & \text { CZ } \\ & 229.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 130.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 13.5 \end{aligned}$ | ID 7.9 | 69.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$50193 | UZ 35.9 | $\begin{aligned} & \text { EG } \\ & 14.5 \end{aligned}$ | 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 |



|  | (721733) Wire, iron or non-alloy steel, of base metal plated/coated nes, $>0.6 \% \mathrm{C}, \$ 0-1$ | JP 14.1 | $\begin{aligned} & \mathrm{RO} \\ & 13.1 \end{aligned}$ | DE 13 | 103.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (722100) Bar or rod, stainless steel, hot rolled, coiled, \$2-10 | $\begin{aligned} & \mathrm{CN} \\ & 13.4 \end{aligned}$ | TH 9.2 | FI 6.7 | 64.0 |
| Machinery \& mech appliance etc | (843410) Milking machines, \$67351879 | DE 109 | $\begin{aligned} & \text { FR } \\ & 68.7 \end{aligned}$ | NL 30.2 | 374.1 |
|  | (841810) Combined refrigeratorfreezers, two door, \$1081-2714 | $\begin{aligned} & \text { US } \\ & 307.3 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 17.8 \end{aligned}$ | HK 9.4 | 341.4 |
|  | (847050) Cash registers, \$7841765 | $\begin{aligned} & \text { US } \\ & 253.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.2 \end{aligned}$ | CA 15 | 340.1 |
|  | (845811) Horizontal numerically controlled metal work lathes, \$118730-265948 | US 85.7 | IT 41 | $\begin{aligned} & \mathrm{CN} \\ & 30.8 \end{aligned}$ | 301.7 |
|  | (847710) Injection-moulding machines for rubber or plastic, $\$ 0$ - 10602 | ES 90.2 | $\begin{aligned} & \mathrm{IN} \\ & 52.9 \end{aligned}$ | MY 26 | 282.5 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$947-1258 | $\begin{aligned} & H K \\ & 106.5 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 99.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 36.7 \end{aligned}$ | 271.9 |
|  | (851631) Electric hair dryers, \$92273 | CN 136 | IT 6.1 | ES 2.4 | 150.3 |
|  | (850213) Generating sets, diesel, output > 375 kVA, \$87805-173310 | PK 39.5 | $\begin{aligned} & \text { IT } \\ & 12.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11.3 \end{aligned}$ | 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, \$3482771594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |


|  | (871140) Motorcycles, spark ignition engine of 500-800 cc, \$6951-13487 | US 46.9 | $\begin{aligned} & \text { DE } \\ & 42.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.8 \end{aligned}$ | 164.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870323) Automobiles, spark ignition engine of $1500-3000 \mathrm{cc}, \$ 0-$ 9948 | ZA 138 |  |  | 138.0 |
|  | (870600) Motor vehicle chassis fitted with engine, \$0-2299 | $\begin{aligned} & \text { CA } \\ & 27.4 \end{aligned}$ | PL 9.3 | HU 4.7 | 51.1 |
|  | (871610) Trailers for housing or camping, \$0-1984 | IT 4.3 | $\begin{aligned} & \mathrm{HU} \\ & 4.1 \end{aligned}$ | CL . 5 | 10.7 |
| Optical, photo, technical, medical, etc apparatus | (901380) Optical devices, appliances and instruments, nes, \$0-10 | $\begin{aligned} & \text { HK } \\ & 677.7 \end{aligned}$ | US 11 | MY 7.6 | 698.3 |
|  | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & R U \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (901310) Telescopes for arms/other equipment, periscopes, \$0-148 | $\begin{aligned} & \text { US } \\ & 122.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 6.7 \end{aligned}$ | 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 |
|  | $\begin{aligned} & \text { (901811) Electro-cardiographs, } \\ & \$ 16-1100 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.2 \end{aligned}$ | IN 7.9 | US 4.7 | 63.9 |
| Furniture, lighting, signs, prefabricated buildings | (940110) Seats, aircraft, \$63115080 | $\begin{aligned} & \text { US } \\ & 446.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 115.9 \end{aligned}$ | DE 98.7 | 982.5 |
|  | (940120) Seats, motor vehicles, \$331-737 | BR 17.7 | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | CN 9.5 | 52.3 |
|  | (940560) Illuminatedsigns, <br> illuminated <br> 125$\quad$ nameplates etc, $\$ 100-$ | CH 6.8 | SE 1.4 | DE 1.4 | 14.0 |
|  | (940591) Lamp and lighting fitting parts of glass, \$124-336 | DE . 9 | Fl . 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 $142.9$ | $\begin{aligned} & \text { FR } \\ & 10.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.9 \end{aligned}$ | 167.8 |
|  | (030250) Cod, fresh or chilled, whole, \$0-5 | FR 3.5 | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | $\begin{gathered} \mathrm{LV} \\ 1.5 \end{gathered}$ | 10.9 |
| Dairy products, eggs, honey, edible animal product nes | (040620) Cheese, grated or powdered, of all kinds, \$8-14 | $\begin{aligned} & \text { FR } \\ & 132.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 10.7 \end{aligned}$ | 194.0 |
|  | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 12.4 \end{aligned}$ | 161.7 |
|  | (041000) Edible products of animal origin nes, \$5-56 | $\begin{aligned} & \text { TH } \\ & 45.9 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 11 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 3.6 \end{aligned}$ | 68.2 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$6-10 | $\begin{aligned} & \text { AE } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 7.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.4 \end{aligned}$ | 51.0 |
|  | (040891) Eggs, bird, not in shell, dried, \$4-6 | DK 4.4 | $\begin{aligned} & \mathrm{AU} \\ & 3.7 \end{aligned}$ | ID 2.3 | 22.2 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080120) Brazil nuts, fresh or dried, \$6-12 | CA 9 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1.8 \end{aligned}$ | 24.7 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
|  | (110811) Wheat, starch, \$0-1 | Fl 13.5 | $\begin{aligned} & \text { GB } \\ & 3.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.8 \end{aligned}$ | 30.6 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$0-12 | $\begin{aligned} & \text { DO } \\ & 22.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 15.9 \end{aligned}$ | IN 3.7 | 75.5 |



|  | (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 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 11.7 \end{aligned}$ | 143.2 |

## Solomon Isds

## Basic statistics

| Current diversification (number of products) | 320 | Potential new products more complex <br> (percentage) | 69 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,844 | Export opportunity in more complex products <br> (percentage) | 25 |
| Potential new products more complex than <br> the country's average | 1,955 | Import replacement opportunity in more <br> 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 | 8 |
| Machinery \& mech appliance etc | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| 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 | 32 |
| Sum of others with smaller share | 5 |
|  | 4 |

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

By countries

| Country | Percent |
| :--- | :--- |
| USA | 16 |
| France | 7 |
| China | 5 |
| Germany | 4 |
| Thailand | 5 |
| United Kingdom | 4 |
| Netherlands | 4 |
| Rep. of Korea | 3 |
| Italy | 3 |
| Japan | 3 |
| India | 27 |
| Others |  |
|  | 3 |
|  |  |

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 |


| 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 |
| Sum of others with smaller share | 2 |
| Meat, fish and seafood food preparations nes | 2 |
| Lac, gums, resins, vegetable saps and extracts nes | 2 |
|  | 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 |


| United Kingdom | 5 |
| :--- | :--- |
| Netherlands | 4 |
| Germany | 4 |
| Russian Federation | 3 |
| Others | 26 |


| Eastern Europe | 7 |
| :--- | :--- |
| Southern Europe | 4 |
| Sub-Saharan Africa | 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 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US $671.9$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE <br> 646.9 | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, $\$ 0-25$ | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, $\$ 1$ 1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |



| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t >10mm, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or nonalloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | GB 103 | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | BE 92.6 | TH 89.6 | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & C A \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | VN 65.1 | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | PH 66.1 | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| Machinery \& mech appliance etc | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | IN 96.4 | 823.2 |
|  | (847780) rubber or plastic working machines, nes, \$39520232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 149.1 \end{aligned}$ | PL 80.6 | 711.8 |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | US 53.3 | FR 48.1 | 665.5 |


|  | (848340) Gearing, ball screws, speed changers, torque converte, \$29-846 | $\begin{aligned} & \text { CN } \\ & 477.1 \end{aligned}$ | AR 61.4 | $\begin{aligned} & \mathrm{AU} \\ & 43.2 \end{aligned}$ | 642.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841360) Rotary positive displacement pumps nes, \$0-112 | $\begin{aligned} & \text { CN } \\ & 190.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 153.2 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 177.6 \end{aligned}$ | HK 92.7 | 1322.0 |
|  | (853720) Electrical control and distribution boards, > 1 kV , \$18-83 | $\begin{aligned} & \text { KZ } \\ & 109.4 \end{aligned}$ | TH 82.9 | $\begin{aligned} & \text { SG } \\ & 74.7 \end{aligned}$ | 882.0 |
|  | (851822) Multiple loudspeakers, mounted in single enclosure, \$63329 | AU 174 | $\begin{aligned} & D E \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 83.5 \end{aligned}$ | 852.4 |
| Vehicles other than railway, tramway | (870322) Automobiles, spark ignition engine of 1000-1500 cc, \$7684-16089 | $\begin{aligned} & \text { SA } \\ & 3709.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2176.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 1510.6 \end{aligned}$ | 13508.9 |
|  | Trailer/nonmechanically propelled vehicle parts nes, \$0-3 | FR 141 | TR 52.4 | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (870821) Safety seat belts for motor vehicles, \$13-56 | ES 56.8 | $\begin{aligned} & \text { GB } \\ & 52.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 149.9 \end{aligned}$ | US 4 | DE 1.6 | 163.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |


|  | (902130) Artificial body parts, <br> aids and appliances, etc, \$243- <br> 1093 | NL 534 | US <br> 353.1 | ES 106 | 1487.5 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (901390) Parts and accessories <br> of optical appliances nes, \$683- <br> 1534 | CN <br> 1211.5 | KR 44 | GB <br> 17.3 | 1325.9 |
|  | (902111) Artificial joints, \$346- <br> 1061 | US <br> 311.2 | CH <br> 261.6 | NL <br> 213.6 | 1206.8 |
|  | (902140) Hearing aids, except <br> parts and accessories, \$85-242 | FR <br> 373.8 | NL <br> 146.2 | GB <br> 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 | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040110) Milk not concentrated nor sweetened < 1\% fat, \$0-0 | IT 35.4 | IE $24.8$ | $\begin{aligned} & \mathrm{PH} \\ & 4.7 \end{aligned}$ | 79.9 |
|  | (040490) Natural milk products nes, \$01 | FR 25.6 | DK 2 | $\begin{aligned} & \text { SK } \\ & 1.8 \end{aligned}$ | 41.2 |
| Edible vegetables and certain roots and tubers | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |



| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \text { CN } \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 38 \end{aligned}$ | 395.7 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 1.9 \end{aligned}$ | 16.4 |
| Sugars and confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 18.5 \end{aligned}$ | 137.1 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | $\begin{aligned} & \text { SA } \\ & 8.2 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 5.7 \end{aligned}$ | 74.7 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | $\begin{aligned} & \text { DE } \\ & 5.5 \end{aligned}$ | 48.3 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | FR 206 | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |



|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | FR 94.3 | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 5.6 \end{aligned}$ | 145.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
| Residues, wastes of food industry, animal fodder | (230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1 | US 40 | $\begin{aligned} & \mathrm{KR} \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 6.2 \end{aligned}$ | 60.1 |
| Tobacco and manufactured tobacco substitutes | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Somalia

## Basic statistics

| Current diversification (number of products) | 515 | Potential new products more complex <br> (percentage) | 64 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,990 | Export opportunity in more complex products <br> (percentage) | 25 |
| Potential new products more complex than <br> the country's average | 1,915 | Import replacement opportunity in more <br> 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 | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 34 |
| France | 7 |  | Western Europe |
| Germany | 5 | 20 |  |
| Thailand | 5 | Northern America | 19 |
| China | 4 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 6 |
| Netherlands | 3 | Southern Europe | 6 |
| Italy | 3 | South America | 3 |
| Japan | 3 |  |  |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 28 |  |  |
|  |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 38 |
| United Kingdom | 7 | Western Europe | 19 |
| Netherlands | 6 | Northern America | 13 |
| France | 5 | Northern Europe | 11 |


| 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 <br> category | (HS code) Product description, unit price range | Top <br> (USD million) | markets | Export <br> opportunity <br> (USD million) |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | \#1 | \#2 | \#3 |  |
| Inorganic <br> chemicals, <br> precious metal <br> compound, <br> isotopes | (282590) Metal bases, oxides, hydroxides, <br> peroxides, nes, \$1-25 | KR <br> 1123.4 | JP <br> 108.4 | CA |  |


|  | (285100) <br> Inorganic compounds,liquid/compressed air,amalgams ne, \$2-35 | US $416.3$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | JP $14.9$ | 491.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (290711) Phenol (hdroxybenzene), salts, \$1-17 | $\begin{aligned} & \mathrm{NL} \\ & 228.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 14.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.4 \end{aligned}$ | 312.2 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202 | US $3499.8$ | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | US <br> 1396.3 | $\begin{aligned} & \text { BE } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 63.8 \end{aligned}$ | 1692.2 |
|  | (441119) Fibreboard $>0.8 \mathrm{~g} / \mathrm{cm} 2$ worked/surface covered, \$0-1 | $\begin{aligned} & \text { VN } \\ & 29.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.7 \end{aligned}$ | 275.0 |


|  | (441010) Particle board of wood, \$0-1 | $\begin{aligned} & \mathrm{NL} \\ & 76.3 \end{aligned}$ | $\begin{aligned} & \text { TJ } \\ & 28.4 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 20.2 \end{aligned}$ | 251.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (441520) Wooden pallets, box pallets and load boards, \$0-7 | AT $111.4$ | BE 26 | $\begin{aligned} & \mathrm{RO} \\ & 17.5 \end{aligned}$ | 233.1 |
| Paper \&paperboard,articles of pulp,paper andboard | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US 455.5 | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480100) Newsprint, \$0-0 | IN $372.1$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t 4.75-10mm, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
|  | (720711) Rectangular iron or non-alloy steel bars, <br> <.25\%C, width< twice thicknes, \$0-3 | $\begin{aligned} & \text { TH } \\ & 292.3 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 14.1 \end{aligned}$ | 412.0 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |


|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter $<406.4 \mathrm{~m}, \$ 0-1$ | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE <br> 171.9 | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP $178.9$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | $\begin{aligned} & \text { FR } \\ & 210.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US $1677.9$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | US <br> 476.4 | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (902111) Artificial joints, \$346-1061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
| (902750) Instruments nes using optical radiations, \$304-5957 | $\begin{aligned} & \mathrm{CN} \\ & 561.8 \end{aligned}$ | US $80.9$ | $\begin{aligned} & \text { SG } \\ & 42.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 80.1 \end{aligned}$ | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 290.0 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \text { CN } \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |



| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120600) Sunflower seeds, \$0-4 | $\begin{aligned} & \text { AE } \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | PL 2.8 | 32.1 |
|  | (120810) Soya bean flour or meal, \$0-3 | $\begin{aligned} & \mathrm{AU} \\ & 3.7 \end{aligned}$ | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151620) Veg fats, oils or fractions hydrogenated, esterified, \$0-1 | $\begin{aligned} & \text { RU } \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 50.2 \end{aligned}$ | IT 44 | 271.8 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \mathrm{GB} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | $\begin{aligned} & \text { SA } \\ & 8.2 \end{aligned}$ | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |


|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE $14.3$ | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170191) Refined sugar, in solid form, flavoured or coloured, \$1-6 | $\begin{aligned} & \text { GB } \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 2.1 \end{aligned}$ | JP 1.6 | 12.9 |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 2-7$ | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa > $2 \mathrm{k}, \$ 0-2$ | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180500) Cocoa powder, unsweetened, \$2-6 | $\begin{aligned} & \text { US } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 31.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 16.6 \end{aligned}$ | 223.3 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO 181.1 | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & M Y \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1 | $\begin{aligned} & \text { FR } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 36.2 \end{aligned}$ | CA 27 | 202.2 |
| Vegetable, fruit, nut, etc food preparations | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |



## South Africa

## Basic statistics

| Current diversification (number of products) | 17,925 | Potential new products more complex <br> (percentage) | 84 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 769 | Export opportunity in more complex products <br> (percentage) | 74 |
| Potential new products more complex than <br> the country's average | 648 | Import replacement opportunity in more <br> 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 | 9 |
| Electrical, electronic equipment | 5 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Mineral fuels, oils, distillation products, etc | 3 |
| Iron and steel | 2 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 30 |
| China | 10 | Western Europe | 19 |
| Italy | 8 | Northern America | 17 |
| France | 6 | Southern Europe | 12 |
| Germany | 5 | Northern Europe | 8 |
| Netherlands | 5 | Eastern Europe | 5 |
| Singapore | 4 | Oceania | 3 |
| Australia | 3 | South America | 3 |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Others | 23 |  |  |

## 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 |


| 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 | 6 |
| France | 5 |
| 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 $229.7$ | $\begin{aligned} & \text { IN } \\ & 172.9 \end{aligned}$ | NO $128.5$ | 792.3 |
|  | (271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0 | $\begin{aligned} & \mathrm{BE} \\ & 188.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 30.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 17.3 \end{aligned}$ | 259.9 |
|  | (270810) Pitch, \$0-1 | $\begin{aligned} & \text { US } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 19.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 14.4 \end{aligned}$ | 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, \$278660 | IE $383.8$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE $64.2$ | 699.9 |
|  | (291736) Terephthalic acid, its salts, \$0-1 | US 172 | VN $113.7$ | $\begin{aligned} & \text { GB } \\ & 99.9 \end{aligned}$ | 554.7 |
|  | (293490) Heterocyclic compounds, nes, \$777-1397 | DE 197 | $\begin{aligned} & \text { FR } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 68.3 \end{aligned}$ | 463.3 |
|  | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |


|  | (293500) Sulphonamides in bulk, \$392-933 | IE 69.8 | JP 63.4 | $\begin{aligned} & \mathrm{CN} \\ & 42.4 \end{aligned}$ | 295.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | $\begin{aligned} & \text { US } \\ & 1677.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 95.3 \end{aligned}$ | US $54.2$ | 684.6 |
|  | (300630) Opacifying preparations, xray, diagnostic reagents, \$1083-2699 | CN 9.8 | FR 2.3 | $\begin{gathered} \text { GB } \\ 1.8 \end{gathered}$ | 25.1 |
| Miscellaneous chemical products | (381800) <br> 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 | $\begin{aligned} & \text { SA } \\ & 17.9 \end{aligned}$ |  | 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) <br> Polysulphides, polysulphones etc, nes in primary form, \$10-20 | $\begin{aligned} & C N \\ & 104.1 \end{aligned}$ | SA 38 | $\begin{aligned} & \mathrm{NL} \\ & 28.2 \end{aligned}$ | 200.3 |
|  | (390469) Fluoro-polymers nes in primary forms, \$14-33 | $\begin{aligned} & \text { US } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 29.5 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 4.2 \end{aligned}$ | 87.6 |
|  | (390230) Propylene copolymers in primary forms, \$4-12 | $\begin{aligned} & \text { SG } \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 23.5 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{KR} \\ & 22.2 \end{aligned}$ | DE 4.7 | $\begin{aligned} & \text { AU } \\ & 2.6 \end{aligned}$ | 39.3 |



|  | (850790) Parts of electric accumulators, including separators, \$42-96 | $\begin{aligned} & \mathrm{CN} \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.6 \end{aligned}$ | FR 7.9 | 70.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Railway, tramway locomotives, rolling stock, equipment | (860310) Self-propelled railway cars, external electric power, \$8067868$1.22 \mathrm{e}+07$ | $\begin{aligned} & \text { DE } \\ & 337.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 133.7 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 46.6 \end{aligned}$ | 643.9 |
|  | (860400) Railway maintenance-of-way service vehicles, \$4607-237187 | KE 9.3 | CN 6.1 | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 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 <br> 445.7 | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 79.7 \end{aligned}$ | 886.2 |
|  | $(902810)$ Gas <br> supply/production/calibration meters, <br> $\$ 0-48$  | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 24.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 12.2 \end{aligned}$ | FR 9.8 | 75.4 |
|  | (900110) Optical fibres, except for telecommunications, \$389-893 | $\begin{aligned} & \mathrm{CN} \\ & 53.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { ES } \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-0 | $\begin{aligned} & C Z \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 4.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 4.2 \end{aligned}$ | 30.4 |


|  | (020621) Bovine tongues, frozen, \$25 | $\begin{aligned} & \mathrm{HK} \\ & 22.8 \end{aligned}$ | ID 1.4 | NL 1 | 28.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020500) Horse, ass, mule, hinny meat, fresh, chilled or froze, \$2-8 | $\begin{aligned} & \text { JP } \\ & 14.5 \end{aligned}$ | PL . 3 | SE . 3 | 15.2 |
|  | (020731) Fatty livers (geese, ducks) domestic fresh or chilled, \$15-40 | $\begin{aligned} & \mathrm{BE} \\ & 3.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 1.2 \end{aligned}$ | DE .7 | 7.3 |
| Fish, <br> molluscs, <br> invertebrates nes | (030250) Cod, fresh or chilled, whole, \$5-12 | $\begin{aligned} & \mathrm{NL} \\ & 32.3 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 11.3 \end{aligned}$ | 78.7 |
|  | (030721) Scallops, live, fresh or chilled, \$8-23 | $\begin{aligned} & \mathrm{HK} \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.4 \end{aligned}$ | IT 2.1 | 41.7 |
|  | (030263) Coalfish, fresh or chilled, whole, \$0-1 | $\begin{aligned} & \text { DK } \\ & 8.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 3.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 5.6 \end{aligned}$ | ID 4.8 | $\begin{aligned} & \text { NZ } \\ & 3.2 \end{aligned}$ | 34.4 |
|  | (040819) Egg yolks except dried, \$24 | $\begin{gathered} \mathrm{NL} \\ 1.8 \end{gathered}$ | $\begin{aligned} & \text { JP } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 1.1 \end{aligned}$ | 8.0 |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$0-5 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 7.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 4.6 \end{aligned}$ | 57.0 |
|  | (051110) Semen bovine, \$7-620 | $\begin{aligned} & \text { DK } \\ & 6.8 \end{aligned}$ | 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, \$511 | DK . 8 | DO . 3 | HK . 2 | 2.3 |


| Edible fruit, nuts, peel of citrus fruit, melons | (080240) Chestnuts, fresh or dried, \$2-7 | $\begin{aligned} & \text { JP } \\ & 17.7 \end{aligned}$ | ES | $\begin{aligned} & \text { AT } \\ & 2.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.5 \end{aligned}$ | 58.6 |
| Vegetable plaiting <br> materials, vegetable <br> products nes  | (140110) Bamboos used primarily for plaiting, \$0-4 | $\begin{aligned} & \mathrm{IN} \\ & 17.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 1.6 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 1.4 \end{gathered}$ | 22.3 |
| Animal, vegetable fats and oils, cleavage products, etc | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$15-56 | $\begin{aligned} & \text { KR } \\ & 28.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 3.4 \end{aligned}$ | 45.9 |
|  | (152200) Degras, residues from treatment animal \& veg waxes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 11.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 1.7 \end{aligned}$ | 34.5 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$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 | $\begin{aligned} & \mathrm{NL} \\ & 2.9 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 2.8 \end{aligned}$ | 23.3 |
| Sugars and sugar confectionery | (170260) Fructose, syrup > 50\% fructose, not pure fructose, \$0-1 | $\begin{aligned} & \text { US } \\ & 4.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 2.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 1.8 \end{aligned}$ | 19.8 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$8-25 | $\begin{aligned} & \text { TG } \\ & 1.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 89 \end{aligned}$ | TH 58 | $\begin{aligned} & \text { ES } \\ & 38.4 \end{aligned}$ | 293.8 |

## South Georgia and the South Sandwich Islands

## Basic statistics

| Current diversification (number of products) | 57 | Potential new products more complex <br> (percentage) | 44 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,196 | Export opportunity in more complex products <br> (percentage) | 9 |
| Potential new products more complex than <br> the country's average | 525 | Import replacement opportunity in more <br> 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 | 4 |
| Other made textile articles, sets, worn clothing etc | 2 |
| Sum of others with smaller share | 3 |
|  | 40 |

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

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 12 | Asia | 36 |
| France | 9 | Western Europe | 22 |
| China | 7 | Northern America | 14 |
| Germany | 6 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Netherlands | 4 | Southern Europe | 6 |
| Japan | 3 | South America | 3 |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Italy | 3 |  |  |
| Poland | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 27 |  |  |

## 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 |


| 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 |
| Beverages, spirits and vinegar | 2 |
| Edible fruit, nuts, peel of citrus fruit, melons | 1 |
| Bisceneous edible preparations | 1 |
|  | 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 |


| China | 6 | Eastern Europe | 8 |
| :--- | :--- | :--- | :--- |
| France | 5 | Southern Europe | 4 |
| Singapore | 4 |  | Sub-Saharan Africa |
| 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 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390690) Acrylic polymers nes, in primary forms, \$1-5 | $\begin{aligned} & R U \\ & 119.4 \end{aligned}$ | TH 72 | $\begin{aligned} & \text { SA } \\ & 61.4 \end{aligned}$ | 691.6 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
|  | (390799) Polyesters nes, in primary forms, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 182.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 70.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 26.2 \end{aligned}$ | 504.0 |
| Paper \& paperboard, articles of pulp, paper and board | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |



| Other made textile articles, sets, worn clothing etc | (630231) Bed linen, of cotton, nes, \$7-22 | $\begin{aligned} & \text { US } \\ & 312.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 22.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 19.1 \end{aligned}$ | 453.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (630531) Sacks \& bags, packing, polyethylene or polypropylene, \$0-2 | FR 93 | $\begin{aligned} & \mathrm{NL} \\ & 74.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 198.6 \end{aligned}$ | ES 3.4 | AE 1.9 | 214.4 |
|  | (630531) Sacks \& bags, packing, polyethylene or polypropylene, \$2-6 | JP 37.5 | $\begin{aligned} & \text { US } \\ & 32.5 \end{aligned}$ | PH 22 | 209.8 |
| Pearls, precious stones, metals, coins, etc | (711319) Jewellery and parts of precious metal except silver, \$02099 | $\begin{aligned} & \mathrm{CN} \\ & 2053.8 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 30.8 \end{aligned}$ | $\begin{aligned} & \text { AW } \\ & 26.2 \end{aligned}$ | 2183.0 |
|  | (711311) Jewellery and parts, silver, including plated silver, \$514-2422 | $\begin{aligned} & H K \\ & 169.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 81.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.1 \end{aligned}$ | 514.4 |
|  | (711590) Articles of, or clad with, precious metal nes, \$55-1121 | $\begin{aligned} & \text { MY } \\ & 123.9 \end{aligned}$ | HK 7.2 | KR 5.9 | 173.9 |
| Articles of iron or steel | (732599) Cast articles of iron or steel, nes, \$2-22 | $\begin{aligned} & \text { US } \\ & 179.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 61.8 \end{aligned}$ | IT 40.5 | 473.3 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$2-10 | KR 84.3 | $\begin{aligned} & \text { ID } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 25.5 \end{aligned}$ | 254.0 |
|  | (731010) Tank, cask or container, iron/steel, capacity 50-3001, \$2-12 | $\begin{aligned} & \mathrm{CN} \\ & 44.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.3 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 12.9 \end{aligned}$ | 159.8 |
|  | (732620) Articles of iron or steel wire, nes, \$2-19 | $\begin{aligned} & \mathrm{CN} \\ & 24.6 \end{aligned}$ | IT 18.4 | $\begin{aligned} & \text { SG } \\ & 15.6 \end{aligned}$ | 146.4 |
| Machinery \& mech appliance etc | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP $178.9$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |


|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
|  | (848350) Flywheels and pulleys including pulley blocks, \$0-11 | US <br> 578.1 | $\begin{aligned} & C N \\ & 3.9 \end{aligned}$ | UZ 2.1 | 590.7 |
|  | (841990) Parts, laboratory/industrial heating/cooling machiner, $\$ 14-77$ | BN 83.5 | $\begin{aligned} & \text { US } \\ & 76.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 57.3 \end{aligned}$ | 457.2 |
| Electrical, electronic equipment | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 86.1 \end{aligned}$ | 1021.6 |
|  | (854211) Monolithic integrated circuits, digital, \$87-590 | $\begin{aligned} & \text { US } \\ & 933.9 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 12.2 \end{aligned}$ | 973.5 |
|  | (851629) Electric space heating nes and soil heating apparatus, \$36-182 | $\begin{aligned} & \text { JP } \\ & 359.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 251.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.2 \end{aligned}$ | 782.7 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Optical, photo, technical, medical, etc apparatus | (902730) Spectrometers, spectrophotometers, etc using light, $\$ 3396-16538$ | $\begin{aligned} & C N \\ & 200.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 193.6 \end{aligned}$ | IN 108 | 787.4 |
|  | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | NL $57.4$ | 605.5 |
|  | (902290) Parts and accessories for radiation apparatus, \$0-93 | $\begin{aligned} & \text { FR } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.1 \end{aligned}$ | 593.5 |
|  | (900319) Frames \& mountings for spectacles etc, except plastic, \$1644 | $\begin{aligned} & \text { FR } \\ & 232.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 56.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 29.4 \end{aligned}$ | 469.9 |


| (901910) Massage and psychological $\quad$ aptitude-test apparatus, $\$ 0-14$ | $\begin{aligned} & \text { FR } \\ & 182.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 62.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 31.5 \end{aligned}$ | 461.8 |
| :---: | :---: | :---: | :---: | :---: |

Potential new agri-business products with higher export opportunity and top 3 growing markets


|  | (090411) Pepper of the genus Piper, whole, \$3-14 | VN 19 | $\begin{aligned} & \text { PH } \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 10.4 \end{aligned}$ | 63.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Milling products, malt, starches, inulin, wheat gluten | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120799) Oil seeds and oleaginous fruits, nes, \$2-11 | $\begin{aligned} & \text { RU } \\ & 25.5 \end{aligned}$ | $\begin{aligned} & \mathrm{EG} \\ & 6.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 3.5 \end{aligned}$ | 68.2 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$6-139 | NL 4.9 | $\begin{aligned} & \text { JP } \\ & 4.6 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 3.8 \end{aligned}$ | 35.3 |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 23 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190230) Pasta except uncooked or stuffed, \$1-3 | $\begin{aligned} & \text { CA } \\ & 33.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 33 \end{aligned}$ | 357.0 |
|  | (190590) Communion wafers, rice paper, bakers wares nes, \$5-10 | $\begin{aligned} & \text { FR } \\ & 48.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 7.7 \end{aligned}$ | 118.6 |



## South Sudan

## Basic statistics

| Current diversification (number of products) | 307 | Potential new products more complex <br> (percentage) | 64 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,878 | Export opportunity in more complex products <br> (percentage) | 24 |
| Potential new products more complex than <br> the country's average | 1,843 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Organic chemicals | 40 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 16 | Asia | 35 |
| France | 7 | Western Europe | 19 |
| China | 6 | Northern America | 18 |
| Thailand | 5 | Eastern Europe | 8 |
| Germany | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Russian Federation | 3 | South America | 3 |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 33 |
| Russian Federation | 7 | Western Europe | 18 |
| United Kingdom | 6 | Northern America | 13 |
| Netherlands | 5 | Eastern Europe | 12 |
| France | 5 | Northern Europe | 9 |


| Germany | 5 |
| :--- | :--- |
| China | 4 |
| Japan | 3 |
| Viet Nam | 3 |
| United Arab Emirates | 3 |
| China, Hong Kong SAR | 3 |
| Others | 30 |

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 | (293490) Heterocyclic compounds, nes, \$25-326 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (293359) Hetercyclic compounds with pyrimidine ring nes, \$34-398 | $\begin{aligned} & \text { DE } \\ & 88.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.3 \end{aligned}$ | 450.0 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |


|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 64.7 \end{aligned}$ | 939.2 |
| Paper \&paperboard,articles of pulp,paper andboard | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles of apparel, accessories, knit or crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \mathrm{RU} \\ & 37.5 \end{aligned}$ | 275.6 |


|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, $\mathrm{t}>10 \mathrm{~mm}$, nes, $\$ 0-1$ | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (841850) <br> Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | AU $31.4$ | 905.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |


|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | US $53.3$ | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (851140) Starter motors, \$40-349 | $\begin{aligned} & \text { US } \\ & 1191.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 144 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 143.6 \end{aligned}$ | 1673.4 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 476.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | US <br> 1178.2 | AT $429.4$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
|  | (870870) Wheels including parts/accessories for motor vehicles, \$16-34 | $\begin{aligned} & \text { MY } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 36 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 12.4 \end{aligned}$ | 149.8 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |


| (901819) Electro-diagnostic apparatus, nes, $\$ 0-$ | CN <br> 65 | BR <br> 131.9 | EG <br> 64.2 | 1051.3 |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902211) Medical X-ray apparatus, $\$ 4661-51451$ | US | FR | DE | 996.0 |
|  | 233.5 | 123.5 | 101.9 |  |  |

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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \mathrm{RU} \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040630) Cheese processed, not grated or powdered, \$3-7 | $\begin{aligned} & \text { DE } \\ & 73.9 \end{aligned}$ | AU $30.5$ | $\begin{aligned} & \text { SA } \\ & 23.3 \end{aligned}$ | 262.2 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |


| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | JP $54.4$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070951) Mushrooms, fresh or chilled, \$0-3 | $\begin{aligned} & \text { FR } \\ & 96.8 \end{aligned}$ | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (070700) Cucumbers and gherkins, fresh or chilled, \$0-2 | US 31 | $\begin{aligned} & \text { SK } \\ & 7.5 \end{aligned}$ | KZ 5.6 | 75.5 |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US <br> 947.3 | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | 25.6 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |


|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151620) Veg fats, oils or fractions hydrogenated, esterified, \$0-1 | $\begin{aligned} & R U \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 50.2 \end{aligned}$ | IT 44 | 271.8 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
| Meat, fish and seafood food preparations nes | (160100) Sausages, similar products of meat, meat offal \& bloo, \$2-7 | HU 86 | $\begin{aligned} & \mathrm{RU} \\ & 66.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 57.8 \end{aligned}$ | 516.3 |
|  | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160420) Fish prepared or preserved, except whole, in pieces, \$3-7 | $\begin{aligned} & \text { US } \\ & 59.9 \end{aligned}$ | JP 57 | $\begin{aligned} & \mathrm{AU} \\ & 22.8 \end{aligned}$ | 256.9 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
| Sugars and sugar confectionery | (170111) Raw sugar, cane, \$0-2 | $\begin{aligned} & \text { EG } \\ & 218.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 27.3 \end{aligned}$ | 328.1 |
|  | (170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14 | $\begin{aligned} & \mathrm{CN} \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 19.6 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 18.5 \end{aligned}$ | 137.1 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5 | NL 20 | $\begin{aligned} & \text { SA } \\ & 8.2 \end{aligned}$ | $\begin{aligned} & N Z \\ & 5.7 \end{aligned}$ | 74.7 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$2-10 | AE <br> 14.3 | GB 6 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
|  | (170410) Chewing gum containing sugar, except medicinal, \$10-23 | PL 2 | $\begin{aligned} & \text { DE } \\ & 1.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 1.5 \end{aligned}$ | 13.8 |
| Cocoa and cocoa preparations | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4 | $\begin{aligned} & \text { FR } \\ & 206 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 79.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 78.7 \end{aligned}$ | 646.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | AE $137.6$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |



|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | NE $17.5$ | 193.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | PL 5.6 | 145.1 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | DE $57.3$ | 390.9 |

## Spain

## Basic statistics

| Current diversification (number of products) | 23,321 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 273 | Export opportunity in more complex products <br> (percentage) | 64 |
| Potential new products more complex than <br> the country's average | 222 | Import replacement opportunity in more <br> 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
By regions

| Country | Percent |
| :--- | :--- |
| Germany | 32 |
| China | 13 |
| United Kingdom | 8 |
| USA | 5 |
| Rep. of Korea | 4 |
| India | 4 |
| Brazil | 3 |
| France | 3 |
| Others | 12 |


| 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

| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Ores, slag and ash | (261690) Precious metal ores and concentrates except silver, \$1814-4314 | $\begin{aligned} & \text { DE } \\ & 863.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 206.2 \end{aligned}$ | DK 0 | 1069.9 |
| Inorganic chemicals, precious metal compound, isotopes | (280410) Hydrogen, \$0-0 | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 27.9 \end{aligned}$ | IE . 7 | 87.0 |
|  | (282739) Chlorides of metals nes, \$496816 | $\begin{aligned} & \mathrm{IE} \\ & 10.1 \end{aligned}$ | FI 0 | KR 0 | 10.2 |
|  | (281129) Inorganic oxygen compounds of non-metals nes, \$88-394 | $\begin{aligned} & \text { CN } \\ & 2.9 \end{aligned}$ | JP . 8 | IT . 6 | 5.9 |
|  | (280450) Boron, tellurium, \$1140-2926 | KR 1.6 | $\begin{aligned} & \text { CN } \\ & 1.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{KR} \\ & 55.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 25.9 \end{aligned}$ | 203.1 |
|  | (293229) Lactones, other than coumarins, \$126-301 | BR 65 | AT 3.2 | $\begin{aligned} & \text { GT } \\ & 2.7 \end{aligned}$ | 81.0 |



|  | (721039) Flat rolled iron or non-alloy steel, electro plate/zinc,w $>600 \mathrm{~mm}$, nes, \$1-2 | $\begin{aligned} & \mathrm{MM} \\ & 3.7 \end{aligned}$ | EG 2.8 | $\begin{aligned} & \mathrm{KR} \\ & 1.4 \end{aligned}$ | 12.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (721733) Wire, iron or non-alloy steel, of base metal plated/coated nes, >0.6\%C, \$10-30 | $\begin{aligned} & C N \\ & 8.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { IE } \\ & 3.1 \end{aligned}$ | 21.8 |
|  | (730640) Pipes and tubing, stainless steel, welded, \$59-229 | JP 4.4 | US 3.8 | Fl 1 | 12.9 |
|  | (730441) Stainless steel pipe or tubing, cold rolled, \$111-362 | IN 3.8 | $\begin{aligned} & \mathrm{CH} \\ & 1.8 \end{aligned}$ | AZ 1 | 9.6 |
|  | (730210) Railway/tramway rails, iron or steel, \$14-69 | ID 5.9 | BE 1.1 | $\begin{aligned} & \text { KW } \\ & . ~ \end{aligned}$ | 7.8 |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$13-21 | KZ 2.9 | $\begin{gathered} \mathrm{AO} \\ 1.1 \end{gathered}$ | PH . 8 | 7.6 |
| Machinery \& mech appliance etc | (847740) rubber or plastic vacuum moulders, thermoformers, \$8871591620345 | $\begin{aligned} & C N \\ & 148.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 3.2 \end{aligned}$ | UA 1 | 153.2 |
|  | (846011) Num controlled surface grinders, accurate to $0.01 \mathrm{~mm}, \$ 245766$ 552562 | CN 33 | $\begin{aligned} & \text { GB } \\ & 1.7 \end{aligned}$ | BR 1 | 40.0 |
|  | (845730) Multi-station transfer machines for working metal, \$398331-500455 | $\begin{aligned} & \mathrm{CH} \\ & 10.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 2.1 \end{aligned}$ | 28.9 |
|  | (845590) Parts of metal rolling mills and rolls, \$71-162 | IN 6.6 | JP 2.3 | $\begin{aligned} & \mathrm{BR} \\ & 2.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 10.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 3.5 \end{aligned}$ | 51.4 |


|  | (853529) Automatic circuit breakers for voltage > $72.5 \mathrm{kV}, \$ 126$-168 | KH 6 | NL 5.6 | DK. 3 | 12.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (853229) Electric capacitors, fixed, nes, \$288-369 | $\begin{aligned} & \mathrm{RO} \\ & 3.1 \end{aligned}$ | FR 1 | $\begin{aligned} & \mathrm{CN} \\ & .9 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 2.1 \end{aligned}$ | FI . 6 | BR . 4 | 5.6 |
| Optical, photo, technical, medical, etc apparatus | (900290) Mounted lenses, prisms, mirrors, optical elements nes, \$18334151 | $\begin{aligned} & \mathrm{CN} \\ & 44.6 \end{aligned}$ | FR 3 | $\begin{aligned} & \mathrm{CH} \\ & 1.9 \end{aligned}$ | 58.1 |
|  | (901090) Parts and accessories for photo laboratory equipment, \$477-1448 | TN 9 | KR 7.5 | $\begin{aligned} & \mathrm{CN} \\ & 3.7 \end{aligned}$ | 21.2 |
|  | (901010) Equipment for automatic development of photo film, \$226-13138 | KR 1.4 | VN 1.2 | $\begin{aligned} & \mathrm{CN} \\ & 1.1 \end{aligned}$ | 7.9 |
|  | (901790) Parts and accessories for drawing, etc instruments, \$426-1105 | $\begin{aligned} & \mathrm{CN} \\ & 2.2 \end{aligned}$ | JP 1.9 | PL . 5 | 5.7 |
|  | (900729) Cinematographic projectors for film of >16 mm width, \$0-122 | $\begin{gathered} \text { GB } \\ 1.8 \end{gathered}$ | CD .3 | $\begin{aligned} & \text { SG } \\ & .2 \end{aligned}$ | 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 |


| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030263) Coalfish, fresh or chilled, whole, \$0-1 | $\begin{aligned} & \text { DK } \\ & 8.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 3.3 \end{aligned}$ | 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, \$821 | $A \cup 0$ | RO 0 | SG 0 | 0.0 |

## Sri Lanka

## Basic statistics

| Current diversification (number of products) | 8,076 | Potential new products more complex <br> (percentage) | 83 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,838 | Export opportunity in more complex products <br> (percentage) | 51 |
| Potential new products more complex than <br> the country's average | 2,361 | Import replacement opportunity in more <br> 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 By regions

| 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 |


| 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |


|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & C N \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Inorganic chemicals, precious metal compound, isotopes | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | Fl 189.5 | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 55.8 \end{aligned}$ | 416.6 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.2 \end{aligned}$ | 271.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$278-660 | $\begin{aligned} & \text { IE } \\ & 383.8 \end{aligned}$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |


| Plastics and articles thereof | (392062) $\quad$ Sheet/film not cellular/reinf terephthal, $\$ 9-21$ | $\begin{aligned} & \mathrm{CN} \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
|  | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 324.1 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 37.3 \end{aligned}$ | 497.8 |
|  | (390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3 | US 92.4 | $\begin{aligned} & \text { TR } \\ & 43.5 \end{aligned}$ | IN 42 | 375.7 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | VN 261.3 | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | $\begin{aligned} & \text { ID } \\ & 36.7 \end{aligned}$ | 302.7 |



|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | AT <br> 115.5 | 1368.0 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
|  | (870130) Track-laying tractors (crawlers), \$10200-147074 | $\begin{aligned} & \text { US } \\ & 494.9 \end{aligned}$ | FR 9.5 | ET 6.5 | 540.3 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, $\$ 0-65$ | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 996.0 |
|  | (903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28 | $\begin{aligned} & \text { US } \\ & 350.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2807.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 158.6 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |


|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Fish, $\quad$ crustaceans,molluscs, $\quad$ aquaticinvertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030371) Sardines,brisling,sprats, frozen, whole, \$0-2 | TH 48.4 | $\begin{aligned} & \mathrm{Cl} \\ & 10.2 \end{aligned}$ | PH 9.4 | 120.4 |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | KZ 27.7 | $\begin{aligned} & \text { PH } \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030721) Scallops, live, fresh or chilled, \$8-23 | $\begin{aligned} & \text { HK } \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.4 \end{aligned}$ | IT 2.1 | 41.7 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040410) Whey, \$0-0 | FR 59.5 | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | $\begin{aligned} & \text { VN } \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 47.7 \end{aligned}$ | CN 23 | 219.5 |


|  | (050510) Feathers and down used for stuffing, \$0-5 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | ES 7.8 | $\begin{aligned} & \mathrm{HU} \\ & 4.6 \end{aligned}$ | 57.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (050690) Bones and horn-cores unworked or simply worked nes, \$0-5 | BE 12.1 | JP 5.3 | $\begin{aligned} & \text { US } \\ & 4.1 \end{aligned}$ | 27.6 |
| Edible vegetables and certain roots and tubers | (070940) Celery, other than celeriac, fresh or chilled, \$1-3 | $\begin{aligned} & \text { CA } \\ & 108.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 4.6 \end{aligned}$ | DE 4.4 | 144.2 |
|  | (070420) Brussels sprouts, fresh or chilled, \$1-3 | $\begin{aligned} & \text { US } \\ & 62.5 \end{aligned}$ | CA 5 | DE 1.5 | 74.4 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 4.2 \end{aligned}$ | 48.3 |
|  | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 4.7 \end{aligned}$ | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$412 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080211) Almonds in shell fresh or dried, \$3-9 | $\begin{aligned} & \text { CN } \\ & 222.5 \end{aligned}$ | IN 75 | $\begin{aligned} & \text { AE } \\ & 15.2 \end{aligned}$ | 373.8 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080231) Walnuts in shell, fresh or dried, \$2-6 | IT 30 | $\begin{aligned} & \mathrm{IN} \\ & 20.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 14.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |


|  | (110813) Potato starch, \$0-2 | $\begin{aligned} & \text { US } \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | $\begin{aligned} & \mathrm{AU} \\ & 7.6 \end{aligned}$ | 66.2 |
|  | (110520) Potato flakes, granules and pellets, \$0-1 | PL 12.5 | $\begin{aligned} & \text { FR } \\ & 11.8 \end{aligned}$ | US 10 | 64.9 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$08 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 308.5 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | DE 22.8 | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | SA 33.1 | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | IT 3.2 | 50.3 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | PL 2.8 | 32.1 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 3.2 \end{gathered}$ | 34.4 |
|  | (130120) Gum arabic, \$2-8 | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |


|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | LK 22.5 | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | JP 36.5 | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (152090) Glycerol (glycerine), nes including synthetic glycero, \$0-0 | JP 23.8 | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 10.1 \end{aligned}$ | 90.8 |
| Meat, fish and seafood food preparations nes | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | FR 63.9 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 7.5 \end{aligned}$ | 127.5 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | IE 67.5 | SK 4.9 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
|  |  | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | 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 |
|  | (160430) Caviar and caviar substitutes prepared from fish eggs, \$0-14 | FR 11.1 | KR 2.4 | $\begin{aligned} & \text { UA } \\ & 2.1 \end{aligned}$ | 22.4 |
| Sugars and sugar confectionery | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 1.6 \end{aligned}$ | SA 1.5 | 13.8 |
|  | (170250) Fructose, chemically pure, \$0-4 | FR 1.7 | $\begin{aligned} & \text { US } \\ & 1.4 \end{aligned}$ | DE 1 | 9.8 |


|  | (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 | $\begin{aligned} & \text { FR } \\ & 342.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 69.7 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 58.3 \end{aligned}$ | 827.9 |
|  | (200870) Peaches, otherwise prepared or preserved, \$0-1 | FR 13.7 | $\begin{aligned} & \text { UY } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 2.9 \end{aligned}$ | 33.1 |
|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16 | US 8.7 | $\begin{aligned} & \text { DE } \\ & 7.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 3.5 \end{aligned}$ | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | 26.1 |
| Residues, wastes of food industry, animal fodder | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |

## State of Palestine

## Basic statistics

| Current diversification (number of products) | 518 | Potential new products more complex <br> (percentage) | 64 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,386 | Export opportunity in more complex products <br> (percentage) | 24 |
| Potential new products more complex than <br> the country's average | 2,171 | lmport replacement opportunity in more <br> 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 | 5 |
| Iron and steel | 4 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| Thailand | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| China | 4 | Southern Europe | 6 |
| Viet Nam | 3 | South America | 3 |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 | 29 |  |
| Others |  |  |  |
| 2 |  |  |  |

## 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 |
| :---: | :---: |
| 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 nes | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 35 |
| China | 7 | Western Europe | 16 |
| United Kingdom | 6 | Northern America | 14 |


| 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 | $\begin{aligned} & \text { US } \\ & 947.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | NL <br> 172.7 | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |


|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | $\begin{aligned} & \text { DE } \\ & 234.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 82.4 \end{aligned}$ | 616.4 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | $\begin{aligned} & \text { QA } \\ & 94 \end{aligned}$ | NL 47 | 605.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |


|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 110 \end{aligned}$ | LK 92 | 886.1 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
|  | (481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width >600mm, t>10mm, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, t <3mm thick, ne, \$0-0 | VN $655.6$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \text { NO } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |


|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | $\begin{aligned} & A E \\ & 116.2 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | US $126.2$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |


| (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
| (902920) Speed indicators, tachometers, stroboscopes, \$119-141 | $\begin{aligned} & \text { GB } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 54.8 \end{aligned}$ | 486.4 |
| (900211) Objective lenses for cameras, projectors, etc, \$222-712 | VN <br> 146.3 | $\begin{aligned} & \text { HK } \\ & 124 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 40.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 111.3 \end{aligned}$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021020) Bovine meat salted, dried or smoked, \$6-22 | ES 8.5 | IT 4.2 | $\begin{aligned} & \text { GB } \\ & 3.8 \end{aligned}$ | 23.1 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |


|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$0-3 | $\begin{aligned} & \text { GB } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 90.5 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 81.8 \end{aligned}$ | 474.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$520 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | CZ 9.9 | BE 7.2 | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | RU 2.3 | 69.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | BY 3.3 | 56.6 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | US 2.3 | KR 2.2 | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$13 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | $\begin{aligned} & \text { US } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 62.5 \end{aligned}$ | CA 5 | DE 1.5 | 74.4 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | DE 4.2 | 64.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US $947.3$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 52.2 \end{aligned}$ | 1314.5 |


|  | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | NL <br> 172.7 | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
| Animal,vegetable fats and oils, cleavage products, etc | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (150790) Refined soya-bean oil, not chemically modified, \$0-2 | $\begin{aligned} & \mathrm{IN} \\ & 54.7 \end{aligned}$ | SA 8.8 | NZ 8.3 | 124.6 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$1-2 | $\begin{aligned} & \text { SE } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.2 \end{aligned}$ | PH 7.1 | 64.0 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | CZ 1.9 | 16.4 |




| (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
| :---: | :---: | :---: | :---: | :---: |
| (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |

## Sudan

## Basic statistics

| Current diversification (number of products) | 1,096 | Potential new products more complex <br> (percentage) | 73 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,950 | Export opportunity in more complex products <br> (percentage) | 37 |
| Potential new products more complex than <br> the country's average | 2,896 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Organic chemicals | 5 |
| Iron and steel | 4 |
| Articles of iron or steel | 4 |
| Paper \& paperboard, articles of pulp, paper and board | 4 |
| Vehicles other than railway, tramway | 3 |
| Miscellaneous chemical products | 32 |
| Sum of others with smaller share | 4 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 20 |
| China | 6 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| India | 3 | South America | 4 |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 29 |  |  |

## 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 |
| Edible fruit, nuts, peel of citrus fruit, melons | 13 |


| 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 others with smaller share | 2 |
| Sum |  |
|  | 8 |
|  |  |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 32 |
| China | 8 | Western Europe | 21 |
| Germany | 8 | Northern America | 12 |
| United Kingdom | 7 | Eastern Europe | 11 |


| 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 <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290122) Propene (propylene), \$0-7 | US <br> 191.3 | $\begin{aligned} & \text { FR } \\ & 152 \end{aligned}$ | $\begin{aligned} & \text { SK } \\ & 97.5 \end{aligned}$ | 645.0 |


| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$417 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, $\$ 1$ 1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & M Y \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, $\$ 0-$ 1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | DE $221.2$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40-150 g/m2, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |


|  | (480421) Paper, sack kraft, unbleached, uncoated, \$0-1 | DE 160 | $\begin{aligned} & \text { SI } \\ & 105.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 37.8 \end{aligned}$ | 513.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \mathrm{IN} \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN <br> 655.6 | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or nonalloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730511) Pipe-line submerged arc welded steel diameter $>406 \mathrm{~mm}, \$ 0-1$ | $\begin{aligned} & R U \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |



|  | Trailer/nonmechanically propelled vehicle parts nes, \$0-3 | FR 141 | $\begin{aligned} & \text { TR } \\ & 52.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 49.5 \end{aligned}$ | 442.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US $353.1$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (901390) Parts and accessories of optical appliances nes, \$6831534 | CN <br> 1211.5 | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except purebred breeding > 50 kg, \$165-223 | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | HU 48 | 300.7 |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP <br> 111.3 | 1720.9 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |


|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$0-3 | $\begin{aligned} & \text { GB } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 90.5 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 81.8 \end{aligned}$ | 474.9 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | IN 8.1 | 105.1 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$520 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | CZ 9.9 | BE 7.2 | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | BY 3.3 | 56.6 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | US 2.3 | KR 2.2 | 30.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | $\begin{aligned} & \text { US } \\ & 947.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |


|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120600) Sunflower seeds, \$0-4 | $\begin{aligned} & \text { AE } \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 153.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 3.1 \end{gathered}$ | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CO} \\ & 130.7 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 46.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 31.1 \end{aligned}$ | 486.4 |



|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \mathrm{KR} \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 18.2 \end{aligned}$ | $\begin{aligned} & M Y \\ & 17.4 \end{aligned}$ | 88.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$02 | $\begin{aligned} & \text { FR } \\ & 195.9 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 41.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 336.9 |
|  | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-0 | $\begin{aligned} & \text { GB } \\ & 34.8 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 27.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 25.4 \end{aligned}$ | 291.5 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
| Miscellaneous ediblepreparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210110) Coffee extracts, <br> essences, concentrates, <br> preparations, $\$ 14-28$  | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & C L \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |


|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | UZ 9.4 | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | IT 10.8 | AT 3.3 | 72.2 |
| Beverages, spirits and vinegar | (220710) Undenatured ethyl alcohol > 80\% by volume, \$0-1 | $\begin{aligned} & \text { DE } \\ & 407.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 375 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 336.6 \end{aligned}$ | 1714.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,934 | Export opportunity in more complex products <br> (percentage) | 47 |
| Potential new products more complex than <br> the country's average | 3,113 | Import replacement opportunity in more <br> 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 | 8 |
| Plastics and articles thereof | 6 |
| Iron and steel | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Vehicles other than railway, tramway | 4 |
| 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 | 4 |

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

| 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 |


| 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 product nes | 20 |
| Meat and edible meat offal | 17 |


| 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 others with smaller share | 2 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 17 | Asia | 40 |
| USA | 9 | Western Europe | 18 |
| United Kingdom | 7 | Northern Europe | 11 |
| Russian Federation | 6 | Eastern Europe | 10 |


| 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 <br> 671.9 | ES 265 | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |


|  | (380830) Herbicides, sprouting and <br> growth regulators, \$4-18 | TH <br> 185.5 | ES <br> 103.4 | IT <br> 53.1 | 708.3 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | (381590) Reaction initiators, <br> accelerators, catalysts, nes, \$4-17 | TH <br> 392.4 | KR 164 | DE |  |




| (901819) Electro-diagnostic apparatus, <br> nes, \$0-65 | CN | BR | EG | 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 | (020329) Swine cuts, frozen nes, \$2-3 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU $158.6$ | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$02 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP 111.3 | 1720.9 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | EG 95.7 | $\begin{aligned} & V N \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, $\$ 2-$ 12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | JP $34.3$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |




|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | US 50.4 | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200210) Tomatoes, <br> whole/pieces,  <br> prepared/preserved,  <br> $\$ 0-2$  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$612 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | AU 6.3 | JP 2.7 | 159.8 |
| Miscellaneous edible preparations | (210110) Coffeeextracts, <br> essences, <br> preparations, <br> contrates, <br> \$14-28  | EC 19.8 | $\begin{aligned} & \mathrm{CL} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210210) Yeasts, active, \$0-2 | FR 36.5 | $\begin{aligned} & \text { US } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 7.4 \end{aligned}$ | 115.7 |



## Sweden

## Basic statistics

| Current diversification (number of products) | 20,420 | Potential new products more complex <br> (percentage) | 76 |
| :--- | :---: | :--- | :--- | :--- |
| Potential new products | 435 | Export opportunity in more complex products <br> (percentage) | 53 |
| Potential new products more complex than <br> the country's average | 330 | Import replacement opportunity in more <br> 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 | 5 |
| Electrical, electronic equipment | 4 |
| 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
By regions

| 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 |


| 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 |



## 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 | $\begin{aligned} & C Z \\ & 19.5 \end{aligned}$ | SG 4.1 | 60.7 |
|  | (282520) Lithium oxide and hydroxide, \$0-12 | NL 12.4 | $\begin{aligned} & \mathrm{IN} \\ & 12.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | PL 1.9 | 28.0 |
| Organic chemicals | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \text { CN } \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
|  | (294190) Antibiotics nes, in bulk, \$401-910 | US 68.2 | $\begin{aligned} & \text { JP } \\ & 27.1 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 21.7 \end{aligned}$ | 177.9 |
|  | (292159) Aromatic polyamines nes, derivatives, salts thereof, \$539 | ID 34.8 | $\begin{aligned} & \text { KR } \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 28.2 \end{aligned}$ | 162.1 |
|  | (292690) <br> 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 | $\begin{aligned} & \text { CN } \\ & 80.1 \end{aligned}$ | KR 21 | IN 6 | 115.6 |
| Plastics and articles thereof | (390220) Polyisobutylene in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 153.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 13.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 8.8 \end{aligned}$ | 216.2 |


|  | (390320) Styrene-acrylonitrile (SAN) copolymers, primary forms, \$0-1 | $\begin{aligned} & \mathrm{HU} \\ & 11.1 \end{aligned}$ | CZ 6.5 | $\begin{aligned} & \mathrm{NG} \\ & 4.5 \end{aligned}$ | 32.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (392073) $\quad$ Sheet/film not cellular/reinf cellulose acetate, $\$ 0-$ 8 | CN . 2 | US . 2 | KE . 1 | 1.1 |
|  | (392530) Plastic shutters and blinds (including Venetian), \$499583 | TR . 7 | Fl . 3 | PH 0 | 1.0 |
| Rubber and articles thereof | (400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$0-2 | BE 59.2 | $\begin{aligned} & \mathrm{CN} \\ & 51.8 \end{aligned}$ | US 43 | 208.0 |
|  | (400220) Butadiene rubber (BR), \$0-1 | IN 70.3 | $\begin{aligned} & \text { VN } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { LU } \\ & 14.6 \end{aligned}$ | 156.8 |
|  | (400211) Styrene-butadiene rubber (SBR/XSBR) latex, \$0-1 | FR 33.7 | $\begin{aligned} & \text { AT } \\ & 14.5 \end{aligned}$ | SE 7 | 87.9 |
|  | (400270) Ethylene-propylene-nonconj diene rubber (EPDM), \$0-2 | MY 25 | $\begin{aligned} & \text { PL } \\ & 13.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 10.8 \end{aligned}$ | 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 retai, \$940 | DE 6.6 | US 3.1 | IT 1.7 | 16.9 |
|  | (550911) Yarn $>85 \%$ nylon, etc staple fibres, single, not retai, \$2659 | FR 11 | CA 3.2 | LK . 7 | 16.4 |


| Pearls, precious stones, metals, coins, etc | (711029) Palladium in semimanufactured forms, \$44611104574 | $\begin{aligned} & \text { GB } \\ & 1272.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 320.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 278.8 \end{aligned}$ | 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, \$26194966 | ET 1.2 | MY . 1 | IT 0 | 1.3 |
| Iron and steel | (721932) Cold rolled stainless steel, w >600mm, t $3.0-4.75 \mathrm{~mm}$, \$0-2 | DE 73.7 | $\begin{aligned} & \text { ES } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 31.7 \end{aligned}$ | 208.5 |
|  | (721931) Cold rolled stainless steel, w >600mm, t >4.75mm, \$0-2 | DE 27 | $\begin{aligned} & \text { PL } \\ & 18.1 \end{aligned}$ | 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 $>406 \mathrm{~mm}$, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 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, \$3547 | LU 1 | GB . 5 | US . 5 | 2.9 |
|  | (730290) Rail/tramway construction material of iron/steel, nes, \$13-30 | IT . 8 | LA . 4 | ZM . 2 | 2.0 |


| Machinery \& mech appliance etc | (844540) Textile yarn winding or reeling machines, \$2006-59309 | IN 77.4 | $\begin{aligned} & \text { US } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 10.4 \end{aligned}$ | 143.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (843840) Brewery machinery, \$307-18148 | PH 54.3 | $\begin{aligned} & \text { US } \\ & 17.9 \end{aligned}$ | $\begin{gathered} M Z \\ 8.9 \end{gathered}$ | 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 | $\begin{aligned} & \text { GB } \\ & 4.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { UA } \\ & 65.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 44.6 \end{aligned}$ | 300.0 |
|  | (851531) Automatic electric plasma, other arc welding equipmen, \$22350-110176 | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 10.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 13.5 \end{aligned}$ | US 4 | SE . 8 | 19.7 |
|  | (852410) Recorded gramophone records, \$249-614 | MN 7.6 | $\begin{aligned} & \text { UG } \\ & 3.8 \end{aligned}$ | $\begin{gathered} M Z \\ 1.3 \end{gathered}$ | 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 | $\begin{aligned} & \text { IT } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 2.1 \end{aligned}$ | PT . 8 | 16.5 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> 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 | $\begin{aligned} & \text { FR } \\ & 9.3 \end{aligned}$ | JP . 8 | $\begin{aligned} & \text { NG } \\ & .2 \end{aligned}$ | 10.7 |
| Edible vegetables and certain roots and tubers | (070420) Brussels sprouts, fresh or chilled, \$24-49 | $\begin{aligned} & \text { QA } \\ & .1 \end{aligned}$ | FI 0 | LS 0 | 0.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$19-36 | $\begin{aligned} & \text { FR } \\ & 12 \end{aligned}$ | $\mathrm{EG}$ | $\begin{aligned} & \text { DE } \\ & 6.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{RO} \\ & .1 \end{aligned}$ | FR 0 | $R \cup 0$ | 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, \$1632 | $\begin{aligned} & \text { DK } \\ & .4 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & .1 \end{aligned}$ | KR 0 | 0.5 |
| Sugars and sugar confectionery | (170210) Lactose and lactose syrup, \$5-11 | $\begin{aligned} & \text { IE } \\ & 6.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 3.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 2.6 \end{aligned}$ | 19.4 |


| 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 | $\begin{aligned} & \text { DE } \\ & 4.3 \end{aligned}$ | $\begin{aligned} & \text { CO } \\ & .8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & .6 \end{aligned}$ | 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 <br> (percentage) | 67 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 611 | Export opportunity in more complex products <br> (percentage) | 10 |
| Potential new products more complex than <br> the country's average | 407 | Import replacement opportunity in more <br> 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 |
| Pluminium and articles thereof | 3 |
| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 16 | Asia | 36 |
| USA | 9 | Western Europe | 19 |
| France | 8 |  | Northern America |
| Germany | 6 | Southern Europe | 10 |
| Netherlands | 4 | Eastern Europe | 10 |
| Canada | 4 | Northern Europe | 6 |
| India | 3 | South America | 3 |
| Italy | 3 |  |  |
| Serbia | 3 |  |  |
| Others | 25 |  |  |

## 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 |


| 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 |  | By regions |  |  |
| Country | Percent | Region |  | Percent |
| Netherlands | 10 | Western Europe |  | 27 |
| Germany | 8 | Asia |  | 27 |
| Spain | 7 | Southern Europe |  | 14 |
| USA | 6 | Northern America |  | 10 |
| France | 5 | Northern Europe |  | 9 |
| China | 5 | Eastern Europe |  | 8 |
| Poland | 5 |  |  |  |
| United Kingdom | 4 |  |  |  |
| Canada | 4 |  |  |  |
| Japan | 4 |  |  |  |
| China, Hong Kong SAR | 3 |  |  |  |
| Italy | 3 |  |  |  |


| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020742) Turkey cuts \& offal, except livers, frozen, \$4-8 | $\begin{aligned} & \text { ES } \\ & 51.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 12.5 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 11.7 \end{aligned}$ | 98.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
|  | (021011) Hams and shoulders, swine, salted, dried or smoked, \$5-14 | $\begin{aligned} & \text { US } \\ & 9.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 7.9 \end{aligned}$ | JP 5 | 42.6 |
|  | (020321) Swine carcasses and half carcasses, frozen, \$2-5 | $\begin{aligned} & \mathrm{HK} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{DO} \\ & 2.7 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 2.4 \end{aligned}$ | 27.6 |
| Inorganic chemicals, precious metal compound, isotopes | (281810) Artificial corundum, \$0-1 | FR 7.4 | $\begin{aligned} & \mathrm{RU} \\ & 5.7 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 4.9 \end{aligned}$ | 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 |


| Organic chemicals | (293791) Insulin, salts, in bulk, \$94608254254 | $\begin{aligned} & C N \\ & 876.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 489.9 \end{aligned}$ | IN 5 | 1378.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (291030) 1-chloro-2,3-epoxypropane(epichlorohy-drin), \$0-1 | IN 81 | $\begin{aligned} & \text { KR } \\ & 55.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 25.9 \end{aligned}$ | 203.1 |
|  | (291735) Phthalic anhydride, \$0-1 | $\begin{aligned} & \mathrm{NL} \\ & 43.7 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 13.2 \end{aligned}$ | ES 8.4 | 106.9 |
|  | (290329) Chlorinated derivs unsaturated acyclic hydrocarbon ne, \$2-39 | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.6 \end{aligned}$ | IT 7.3 | 48.5 |
|  | (290542) Pentaerythritol, \$1-2 | $\begin{aligned} & \text { IT } \\ & 17.7 \end{aligned}$ | IN 7.2 | $\begin{aligned} & \mathrm{CN} \\ & 5.1 \end{aligned}$ | 40.2 |
| Paper \& paperboard, articles of pulp, paper and board | (480441) Paper, kraft, $150-225 \mathrm{~g} / \mathrm{m} 2$, unbleached, uncoated nes, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 46.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 35.9 \end{aligned}$ | DE 20 | 158.5 |
|  | (480522) Paper, multi-ply, one layer bleached, uncoated, \$0-2 | $\begin{aligned} & \mathrm{IN} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 12.4 \end{aligned}$ | KR 10 | 93.9 |
|  | (480920) Paper, self-copy, width > 36 cm, \$0-1 | $\begin{aligned} & \mathrm{CO} \\ & 6.4 \end{aligned}$ | PE 6 | TR 5.5 | 56.9 |
|  | (480610) Paper, vegetable parchment, \$0-2 | $\begin{aligned} & \text { DE } \\ & 23.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 29.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 17.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 10.6 \end{aligned}$ | 116.3 |
|  | (590210) Tyre cord fabric of nylon, polyamides, \$0-5 | $\begin{aligned} & \text { LK } \\ & 21.6 \end{aligned}$ | FR 21 | $\begin{aligned} & \text { ID } \\ & 10.1 \end{aligned}$ | 84.5 |
|  | (590800) Textile wicks, gas mantles, \$260-501 | $\begin{aligned} & \text { DE } \\ & 1.3 \end{aligned}$ | 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 |


| Iron and steel | (721932) Cold rolled stainless steel, w $>600 \mathrm{~mm}, \mathrm{t} 3.0-4.75 \mathrm{~mm}, \$ 0-2$ | $\begin{aligned} & \text { DE } \\ & 73.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 31.7 \end{aligned}$ | 208.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720219) Ferro-manganese, <2\% carbon, \$1-2 | $\begin{aligned} & \text { CA } \\ & 55.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 55.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 4.4 \end{aligned}$ | 125.1 |
|  | (722840) Bar/rod nes, alloy steel nes, nfw forged, \$4-8 | $\begin{aligned} & \mathrm{CN} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 7.4 \end{aligned}$ | 107.8 |
|  | (720924) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}<0.5 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { ID } \\ & 44.4 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 29.5 \end{aligned}$ | FR 6.6 | 106.6 |
|  | (720299) Ferro-alloys, nes, \$1-4 | $\begin{aligned} & \mathrm{BE} \\ & 23.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | 89.9 |
| Articles of iron or steel | (730511) Pipe-line submerged arc welded steel diameter >406mm, \$1-2 | $\begin{aligned} & \text { RS } \\ & 236.9 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 208.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 165.6 \end{aligned}$ | 1236.0 |
|  | (730512) Pipe-line longitudinal nes welded steel, diameter>406m, \$0-2 | $\begin{aligned} & \text { PL } \\ & 15.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.7 \end{aligned}$ | 110.3 |
|  | (731581) Chain, stud link, iron or steel, \$0-2 | $\begin{aligned} & \mathrm{AU} \\ & 5.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { DK } \\ & 2.1 \end{aligned}$ | BE . 8 | ES . 5 | 4.9 |
| Aluminium and articles thereof | (760120) Aluminium unwrought, alloyed, \$2-3 | US $354.5$ | $\begin{aligned} & \text { FR } \\ & 30.5 \end{aligned}$ | 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 | $\begin{aligned} & C Z \\ & 2.3 \end{aligned}$ | FR . 5 | US . 3 | 3.3 |
| Machinery \& mech appliance etc | (847730) Blow moulding machines for rubber or plastic, \$1011558-1725759 | $\begin{aligned} & \text { CN } \\ & 119.9 \end{aligned}$ | IT 7.5 | $\begin{aligned} & \text { US } \\ & 4.6 \end{aligned}$ | 139.7 |


|  | (848250) Bearings, cylindrical roller, nes, \$0-15 | $\begin{aligned} & \mathrm{IN} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 10.1 \end{aligned}$ | $\begin{aligned} & C N \\ & 8.5 \end{aligned}$ | 74.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840410) Auxiliary plant for steam/vapour generating boilers, \$0-8 | $\begin{aligned} & \text { KR } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 13.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.5 \end{aligned}$ | 68.7 |
|  | (842619) Transporter or bridge cranes, \$50051-122078 | $\begin{aligned} & \text { AU } \\ & 33.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 5.3 \end{aligned}$ | UZ 4.3 | 55.8 |
|  | (845510) Tube mills, metal rolling, \$524-39505 | $\begin{aligned} & \text { US } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 13.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 7.9 \end{aligned}$ | 48.9 |
| Vehicles other than railway, tramway | (870210) Diesel powered buses, \$95900-214977 | $\begin{aligned} & \text { DE } \\ & 193.8 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 133.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 110.8 \end{aligned}$ | 1001.2 |
|  | (870710) Bodies for passenger carrying vehicles, \$10851-27172 | $\begin{aligned} & \text { IT } \\ & 154.3 \end{aligned}$ | $\begin{aligned} & \mathrm{DE} \\ & 4.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 1.2 \end{aligned}$ | 161.7 |
|  | (870510) Mobile cranes, \$229543522897 | $\begin{aligned} & \mathrm{PL} \\ & 22.9 \end{aligned}$ | ES 8.8 | LU 6.4 | 69.5 |
|  | (870919) Work trucks except electrically powered, \$20329-50175 | $\begin{aligned} & \text { CA } \\ & 28.8 \end{aligned}$ | IN 8.5 | $\begin{aligned} & \mathrm{AU} \\ & 6.6 \end{aligned}$ | 51.5 |
|  | (870600) Motor vehicle chassis fitted with engine, \$0-2299 | $\begin{aligned} & \text { CA } \\ & 27.4 \end{aligned}$ | PL 9.3 | $\begin{aligned} & \mathrm{HU} \\ & 4.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { KW } \\ & 2.6 \end{aligned}$ | AM 0 | CZ 0 | 2.6 |
|  | (010519) Poultry, live except domestic fowls, < 185 grams, \$68 | CA .3 | EG . 1 | BR . 1 | 0.5 |



|  | (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 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 7.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 4.6 \end{aligned}$ | 57.0 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060230) Rhododendrons and azaleas, \$0-2 | IT 1.5 | $\begin{aligned} & \text { GB } \\ & 1.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 1.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.5 \end{aligned}$ | 58.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120930) Seed, flower, for sowing, \$656-1600 | IN 7.6 | $\begin{aligned} & \text { JP } \\ & 5.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 2.6 \end{aligned}$ | 25.9 |
|  | (120923) Seed, fescue, for sowing, \$0-2 | $\begin{aligned} & \text { GB } \\ & 6.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.7 \end{aligned}$ | 24.7 |
|  | (121291) Sugar beet, \$0-3 | $\begin{aligned} & \text { LV } \\ & 1.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 1.3 \end{aligned}$ | SI . 9 | 4.4 |
| Animal, vegetable fats and oils, cleavage products, etc | (151521) Maize oil crude, \$0-2 | $\begin{aligned} & \text { SG } \\ & 21.9 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 8.8 \end{aligned}$ | 70.3 |
|  | (151912) Oleic acid, \$1-3 | $\begin{aligned} & \text { JP } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { DK } \\ & 1.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 1.2 \end{aligned}$ | CA 1 | 6.5 |
| Beverages, spirits and vinegar | (220590) Vermouth and other flavoured grape wines - pack > 21, \$19-26 | LK. 1 | TH. 1 | MY 0 | 0.2 |

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

## Syria

## Basic statistics

| Current diversification (number of products) | 2,502 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,806 | Export opportunity in more complex products <br> (percentage) | 42 |
| Potential new products more complex than <br> the country's average | 2,966 | Import replacement opportunity in more <br> 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 | 6 |
| Vehicles other than railway, tramway | 6 |
| Organic chemicals | 6 |
| Iron and steel | 6 |
| Optical, photo, technical, medical, etc apparatus | 3 |
| Miscellaneous chemical products | 3 |
| Articles of iron or steel | 38 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Sum of others with smaller share | Prex |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 12 | Asia | 37 |
| China | 8 | Western Europe | 20 |
| Germany | 6 | Northern America | 15 |
| France | 6 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Canada | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Italy | 3 |  |  |
| Others | 29 |  |  |

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 product 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, oleagic 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
By regions

| 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 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |


|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |
|  | (285100) Inorganic compounds, liquid/compressed air, amalgams ne, \$2-35 | US 416.3 | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | JP 14.9 | 491.8 |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | IN 67.9 | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | IT 53.1 | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |


|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & B E \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | 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 $>406 \mathrm{~mm}$, $\$ 0-1$ | $\begin{aligned} & \mathrm{RU} \\ & 324.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 115.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 59.1 \end{aligned}$ | 621.0 |
|  | (730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |


|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$24645288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (852721) Radio receivers, external power,sound reproduce/recor, \$74238 | $\begin{aligned} & \text { US } \\ & 150.3 \end{aligned}$ | FR 125 | $\begin{aligned} & \text { RU } \\ & 93.9 \end{aligned}$ | 570.8 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |


|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 159.9 \end{aligned}$ | AT $115.5$ | 1368.0 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \text { CN } \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) <br> Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | US $233.5$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 3223.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 173.3 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 158 \end{aligned}$ | 4217.9 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 8.7 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | 73.3 |


|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$2-5 | $\begin{aligned} & \mathrm{CN} \\ & 448.9 \end{aligned}$ | LK $269.2$ | $\begin{aligned} & \text { KW } \\ & 79.3 \end{aligned}$ | 1279.2 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, $\$ 8$-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040130) Milk and cream not concentrated nor sweetened $<6 \%$ fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040110) Milk not concentrated nor sweetened < 1\% fat, \$0-2 | $\begin{aligned} & \text { BE } \\ & 139.1 \end{aligned}$ | CN 27 | PT 9.8 | 223.2 |
| Edible vegetables and certain roots and tubers | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 7.4 \end{aligned}$ | IT 6.4 | 99.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | PL 21.3 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | $\begin{aligned} & \text { KR } \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & \text { HK } \\ & 199.4 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |

$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \text { (080940) Plums, sloes, fresh, \$0-2 } & \begin{array}{l}\text { CN } \\ 79.1\end{array} & \text { HK } 77 & \text { KW } \\ 3\end{array}\right)$

|  | (121300) Cereal straw \& husks, unprepared, \$0-0 | $\begin{aligned} & \text { SA } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \text { PS } \\ & 3.1 \end{aligned}$ | 36.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | PL 2.8 | 32.1 |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | LK 22.5 | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | JP 36.5 | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160419) Fish nes, prepared or preserved, not minced, \$0-3 | FR 61 | IT 23 | $\begin{aligned} & \mathrm{CO} \\ & 10 \end{aligned}$ | 145.4 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |



|  | (230890)Vegetable wastes and <br> residues nes for animal feed, \$0-0MA <br> 13.4 | AF 7.7 | KH | 55.4 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Tobacco and <br> manufactured tobacco <br> substitutes | (240210) <br> cigarillos, containing tobacco, $\$ 51-173$ | Cigars, cheroots and <br> 1071.6 | JP <br> 81.9 | RS <br> 20.6 | 1216.1 |

## Tajikistan

## Basic statistics

| Current diversification (number of products) | 909 | Potential new products more complex <br> (percentage) | 69 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,795 | Export opportunity in more complex products <br> (percentage) | 33 |
| Potential new products more complex than <br> the country's average | 2,633 | Import replacement opportunity in more <br> 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 | 3 |
|  | 4 |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 15 | Asia | 34 |
| France | 6 | Western Europe | 20 |
| Thailand | 5 | Northern America | 18 |
| China | 5 | Eastern Europe | 8 |
| Germany | 5 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| \|taly | 3 |  |  |
| Canada | 3 |  |  |
| Others | 28 |  |  |

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 |
| 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 nes | 5 |
| Sugars and sugar confectionery | 3 |
| Miscellaneous edible preparations | 3 |
| Oil seed, oleagic 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 | By regions |  |  |
| :--- | :--- | :--- | :--- |
| Country | Percent | Region | Percent |
| USA | 10 | Asia | 29 |
| United Kingdom | 9 | Western Europe | 22 |
| Germany | 7 | Northern Europe | 15 |
| Russian Federation | 7 | Eastern Europe | 12 |
| France | 6 | Northern America | 12 |
| Japan | 5 | 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 <br> (USD million) | growing | markets | Export <br> opportunity <br> (USD <br> million) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |



|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US 455.5 | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |


|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1818.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP $178.9$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US $1677.9$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 62 \end{aligned}$ | 1985.9 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | US <br> 126.2 | PL 98 | 666.8 |
|  | (852721) Radio receivers, external power, sound reproduce/recor, \$74-238 | $\begin{aligned} & \text { US } \\ & 150.3 \end{aligned}$ | FR 125 | $\begin{aligned} & \text { RU } \\ & 93.9 \end{aligned}$ | 570.8 |


| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & C N \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | US $353.1$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\mathrm{JP}$ $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |


|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible fruit, nuts, peel of citrus fruit, melons | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | PE $35.3$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080940) Plums, sloes, fresh, \$02 | $\begin{aligned} & \mathrm{CN} \\ & 79.1 \end{aligned}$ | HK 77 | $\begin{aligned} & \text { KW } \\ & 3.4 \end{aligned}$ | 172.9 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
|  | (110812) Maize (corn) starch, \$01 | DE 9.7 | BE 6.1 | NL 5.3 | 56.1 |


|  | $(110630)$ Flour, meal, powder of <br> fruit/nut, citrus or melon pee, \$3- <br> 13 | CA 13 | DE 7.3 | JP 3.9 | 48.2 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Oil seed, oleagic fruits, |  |  |  |  |  |
| grain, seed, fruit, etc, nes |  |  |  |  |  |




|  | (210120) Tea and mate extracts, essences and concentrates, \$2046 | $\begin{aligned} & \mathrm{NL} \\ & 36.9 \end{aligned}$ | PH 3 | EC 2.6 | 53.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beverages, spirits and vinegar | (220710) Undenatured ethyl alcohol > 80\% by volume, \$0-1 | $\begin{aligned} & \text { DE } \\ & 407.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 375 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 336.6 \end{aligned}$ | 1714.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |

## Thailand

## Basic statistics

| Current diversification (number of products) | 17,318 | Potential new products more complex <br> (percentage) | 89 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 697 | Export opportunity in more complex products <br> (percentage) | 32 |
| Potential new products more complex than <br> the country's average | 621 | Import replacement opportunity in more <br> 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 | 6 |
| Machinery \& mech appliance etc | 6 |
| Arms and ammunition, parts and accessories thereof |  |
| 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 others with smaller share | 19 |
|  |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 37 |
| China | 11 | Western Europe | 20 |
| Italy | 8 | Northern America | 14 |
| Thailand | 7 | Southern Europe | 11 |
| Germany | 6 | Northern Europe | 7 |
| Singapore | 5 | Eastern Europe | 6 |
| France | 5 |  |  |
| United Kingdom | 4 |  |  |
| Netherlands | 4 |  |  |
| Japan | 3 |  |  |
| Others | 19 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| Germany | 35 | Western Europe | 42 |
| USA | Asia | 23 |  |
| China, Hong Kong SAR | 9 | Eastern Europe | 11 |
| China | 6 | Northern America | 11 |
| Italy | 3 | Southern Europe | 8 |
| Poland | 3 | Northern Europe | 5 |
| Austria | 3 |  |  |
| Spain | 3 |  |  |
| Others | 11 |  |  |

## 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 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | AT 64.3 | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | 73.3 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | US 227 | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | 38.7 |
|  | (120911) Seed, sugar beet, for sowing, \$12-60 | IT 8.8 | PL 5.5 | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
| Inorganic chemicals, precious metal compound, isotopes | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \mathrm{CN} \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (282520) Lithium oxide and hydroxide, \$12-38 | $\begin{aligned} & \text { JP } \\ & 402.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 161.6 \end{aligned}$ | ES 3.5 | 581.8 |


|  | (283691) Lithium carbonates, \$0-11 | $\begin{aligned} & \mathrm{CN} \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 40.3 \end{aligned}$ | 222.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (283526) Calcium phosphates except hydrogen-orthophosphate, \$0-0 | FR 23.8 | $\begin{aligned} & \text { SA } \\ & 20.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 14.4 \end{aligned}$ | 132.6 |
|  | (283324) Nickel sulphates, \$3-7 | JP 56.7 | $\begin{aligned} & \text { CA } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 7.2 \end{aligned}$ | 101.8 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$278-660 | IE $383.8$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 64.2 \end{aligned}$ | 699.9 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
|  | (293490) Heterocyclic compounds, nes, \$1397-5698 | $\begin{aligned} & \text { US } \\ & 300.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 135.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 29.6 \end{aligned}$ | 509.6 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$1426-4982 | GB 147 | $\begin{aligned} & \text { SG } \\ & 106.9 \end{aligned}$ | US <br> 57.5 | 400.5 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | $\begin{aligned} & \text { US } \\ & 1677.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 95.3 \end{aligned}$ | US <br> 54.2 | 684.6 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$261-599 | $\begin{aligned} & \text { US } \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 36.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.2 \end{aligned}$ | 260.5 |



|  | (750712) Tubes and pipe, nickel alloy, \$96-200 | $\begin{aligned} & \text { US } \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.5 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 4.3 \end{aligned}$ | 84.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (842240) Packing or wrapping machinery nes, \$66673-180950 | $\begin{aligned} & C N \\ & 129.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 54.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 39.4 \end{aligned}$ | 282.2 |
|  | (843311) Mowers, powered, lawn, with horizontal cutting device, \$8291896 | CA 177 | $\begin{aligned} & \text { US } \\ & 31.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 23.6 \end{aligned}$ | 272.5 |
|  | (840690) Parts of steam and vapour turbines, \$231-531 | $\begin{aligned} & \text { GB } \\ & 52.5 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 23.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 22.9 \end{aligned}$ | 164.0 |
|  | (846781) Chain saws, \$233-440 | US 57 | DE 34 | $\begin{aligned} & \text { GB } \\ & 16.2 \end{aligned}$ | 141.1 |
|  | (840310) Central heating boilers nes, \$327-3777 | $\begin{aligned} & \text { CA } \\ & 51.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.3 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 19.3 \end{aligned}$ | 133.4 |
| Arms and ammunition, parts and accessories thereof | (930690) Munitions of war, ammunition/projectiles and parts, \$12-71 | $\begin{aligned} & \text { TH } \\ & 2113.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 55.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 44.4 \end{aligned}$ | 2419.3 |
|  | (930100) Military weapons, other than hand guns, swords, etc, \$2775074 | EE 28 | LT 11.8 | $\begin{aligned} & \text { US } \\ & 8.8 \end{aligned}$ | 63.3 |
|  | (930390) Signal pistols, etc, humane killers, etc, \$51-909 | TH 35.3 | IN 3.7 | $\begin{gathered} \mathrm{AU} \\ 1.4 \end{gathered}$ | 43.2 |
|  | (930330) Rifles, sporting, hunting or target-shooting, nes, \$390-976 | BE 4.7 | RU 4.6 | $\begin{aligned} & N Z \\ & 4.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
| Meat and edible meat offal | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 4.6 \end{aligned}$ | 95.6 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | 73.3 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030721) Scallops, live, fresh or chilled, \$8-23 | $\begin{aligned} & \text { HK } \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.4 \end{aligned}$ | IT 2.1 | 41.7 |
|  | (030250) Cod, fresh or chilled, whole, \$0-5 | FR 3.5 | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | $\begin{gathered} \mathrm{LV} \\ 1.5 \end{gathered}$ | 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 | $\begin{aligned} & \text { UA } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NZ} \\ & 2.4 \end{aligned}$ | 24.1 |
|  | (040811) Egg yolks dried, \$4-6 | KR 2 | $\begin{aligned} & \text { DE } \\ & 1.4 \end{aligned}$ | SA . 5 | 9.2 |


|  | (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 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 2.7 \end{aligned}$ | 88.4 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.4 \end{aligned}$ | IT 3.2 | 50.3 |
|  | (120791) Poppy seeds, \$0-3 | $\begin{aligned} & \text { AT } \\ & 13.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 8.3 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 4.9 \end{aligned}$ | 38.7 |
|  | (120911) Seed, sugar beet, for sowing, \$12-60 | IT 8.8 | $\begin{aligned} & \text { PL } \\ & 5.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 3.1 \end{aligned}$ | 21.3 |
| Lac, gums, resins, vegetable saps and extracts nes | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
| Animal, vegetable fats and oils, cleavage products, etc | (151913) Tall oil fatty acids, \$12 | KR 5.2 | $\begin{aligned} & \mathrm{AU} \\ & 3.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 3.2 \end{aligned}$ | 25.0 |
|  | (151912) Oleic acid, \$1-3 | $\begin{aligned} & \text { JP } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | ZA . 8 | 16.4 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-3 | CZ 3.3 | $\begin{aligned} & \text { GB } \\ & 2.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 1.3 \end{aligned}$ | 15.5 |
|  | (151930) Industrial fatty alcohols, \$321+ | KW . 1 | GR 0 | SG 0 | 0.1 |


| Meat, fish and seafood food preparations nes | (160242) Swine shoulders \& cuts thereof, prepared or preserved, \$3-7 | CA 3.4 | NO 2 | $\begin{aligned} & \mathrm{BE} \\ & 1.3 \end{aligned}$ | 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 <br> (percentage) | 68 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,641 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 1,787 | Import replacement opportunity in more <br> 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 | 5 |
| 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 | 2 |
|  | 45 |
|  |  |

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

By countries By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 8 | Western Europe | 20 |
| Thailand | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| China | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Italy | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 29 |  |  |

## 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 |


| Dairy products, eggs, honey, edible animal product nes | 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 nes | 2 |
| Oil seed, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 30 |
| Russian Federation | 8 | Western Europe | 19 |
| France | 7 | Northern America | 17 |
| United Kingdom | 6 | Eastern Europe | 12 |


| 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 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (294190) Antibiotics nes, in bulk, \$62401 | $\begin{aligned} & \text { IN } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 42.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 36.2 \end{aligned}$ | 443.9 |
|  | (293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15 | $\begin{aligned} & \text { BR } \\ & 133.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | IN $83.1$ | 421.9 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |





| (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE <br> 79.7 | 886.2 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902119) Orthopaedic/fracture <br> appliances, nes, $\$ 35-397$ | US 186 | GB |  |

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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \text { RU } \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
|  | (040490) Natural milk products nes, \$01 | $\begin{aligned} & \text { FR } \\ & 25.6 \end{aligned}$ | DK 2 | $\begin{aligned} & \text { SK } \\ & 1.8 \end{aligned}$ | 41.2 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 9.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 3.3 \end{aligned}$ | 56.6 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |


| Edible vegetables and certain roots and tubers | (070200) Tomatoes, fresh or chilled, \$02 | $\begin{aligned} & R U \\ & 102.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 61.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.4 \end{aligned}$ | 458.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (071340) Lentils dried, shelled, \$0-1 | $\begin{aligned} & \text { EG } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 35.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 15.3 \end{aligned}$ | 114.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
|  | (071220) Onions, dried, not further prepared, \$1-4 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | DE 7 | $\begin{aligned} & \mathrm{BE} \\ & 3.8 \end{aligned}$ | 42.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34 \end{aligned}$ | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (080290) Nuts edible, fresh or dried, nes, \$4-20 | $\begin{aligned} & \mathrm{CN} \\ & 269.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 84.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 53.2 \end{aligned}$ | 496.0 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE $317.2$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 21.3 \end{aligned}$ | 335.1 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120740) Sesamum seeds, \$1-4 | $\begin{aligned} & \text { IL } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 28.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.1 \end{aligned}$ | 224.1 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$2-11 | $\begin{aligned} & \text { RU } \\ & 25.5 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 6.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 3.5 \end{aligned}$ | 68.2 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 2.8 \end{aligned}$ | 32.1 |



|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | $\begin{aligned} & \text { ID } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 24.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 89.3 \end{aligned}$ | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 78.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 16.9 \end{aligned}$ | 309.2 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \text { NE } \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |


|  | (210320) Tomato ketchup and other <br> tomato sauces, \$0-1 | FR <br> 94.3 | DE <br> 6.5 | PL <br> 5.6 | 145.1 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Beverages, spirits and <br> vinegar | (220421) Grape wines nes, fortified wine <br> or must, pack <21, \$9-18 | US <br> 95.8 | AE <br> 81.3 | CH <br> 44.4 | 355.7 |
|  | (220210) Beverage waters, sweetened <br> or flavoured, $\$ 1-3$ | US <br> 182.5 | NL <br> 17.6 | CA <br> 9.6 | 272.5 |

## Togo

## Basic statistics

| Current diversification (number of products) | 2,102 | Potential new products more complex <br> (percentage) | 79 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,799 | Export opportunity in more complex products <br> (percentage) | 49 |
| Potential new products more complex than <br> the country's average | 2,989 | Import replacement opportunity in more <br> 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 | 6 |
| Iron and steel | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Organic chemicals | 3 |
| Articles of iron or steel | 3 |
| Miscellaneous chemical products | 3 |
| Pharmaceutical products | 31 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Sum of others with smaller share | 4 |
|  | 4 |

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

| Country | Percent |
| :--- | :--- |
| USA | 13 |
| China | 7 |
| France | 6 |


| Region | Percent |
| :--- | :--- |
| Asia | 36 |
| Western Europe | 21 |
| Northern America | 16 |
| Eastern Europe | 8 |
| Southern Europe | 6 |
| Northern Europe | 6 |
| South America | 3 |


| Belgium | 3 |
| :--- | :--- |
| Japan | 3 |
| Netherlands | 3 |
| India |  |
| Rep. of Korea | 3 |
| Others | 28 |

## 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 | 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, oleagic 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 14 | Asia | 42 |
| USA | 10 | Western Europe | 18 |
| Germany | 9 | Northern America | 12 |


| 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,preciouscompound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$125 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | Fl 189.5 | JM 96.6 | $\begin{aligned} & \text { AE } \\ & 51.2 \end{aligned}$ | 521.3 |


| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring, nes, $\$ 25-354$ | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with $\quad$ N-hetero- atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) $\quad$ Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70505 | AU <br> 315.2 | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300610) Suture materials, sterile surgical and dental goods, \$73-387 | $\begin{aligned} & \text { SG } \\ & 102.5 \end{aligned}$ | NL 86.1 | $\begin{aligned} & \text { US } \\ & 59.7 \end{aligned}$ | 485.4 |
|  | (300510) Medical dressings etc. having an adhesive layer, \$14-51 | $\begin{aligned} & \text { DE } \\ & 104.9 \end{aligned}$ | US 93 | $\begin{aligned} & \text { ES } \\ & 46.2 \end{aligned}$ | 462.3 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |


|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$417 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$11 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | BE $207.5$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t >10mm, nes, \$0-1 | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & V N \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & V N \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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, \$110 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | KR 75.5 | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter $<406 \mathrm{~m}$, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | PH 66.1 | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (842952) Shovels and <br> excavators with revolving <br> superstructure,  <br> $\$ 36269-86767$  | $\begin{aligned} & \text { FR } \\ & 967.2 \end{aligned}$ | US 867.9 | $\begin{aligned} & R U \\ & 663.9 \end{aligned}$ | 3641.9 |
|  | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$014 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | FR 98.9 | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US <br> 375.4 | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |



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 | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$02 | $\begin{aligned} & \text { CN } \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |


|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030614) Crabs, frozen, \$6-24 | JP $482.4$ | US $135.9$ | $\begin{aligned} & \text { VN } \\ & 23.7 \end{aligned}$ | 736.3 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | Fl 29.2 | 336.6 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible vegetables and certain roots and tubers | (070951) Mushrooms, fresh or chilled, \$0-3 | FR 96.8 | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | US 30.3 | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 117.6 |
|  | (070700) Cucumbers and gherkins, fresh or chilled, \$0-2 | US 31 | SK 7.5 | KZ 5.6 | 75.5 |





|  | (220720) Ethyl alcohol and other <br> spirits, denatured, \$0-2 | AE 91.8 | GB <br> 68.6 | DE <br> 57.3 | 390.9 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (220600) Fermented beverages <br> nes (eg cider, perry, mead, etc), <br> \$0-1 | RU 43.9 | GB <br> 30.9 | BW <br> 13.7 | 133.4 |
|  | (220900) Vinegar and substitutes <br> 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 <br> (percentage) | 75 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,961 | Export opportunity in more complex products <br> (percentage) | 36 |
| Potential new products more complex than <br> the country's average | 2,964 | Import replacement opportunity in more <br> 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 | 5 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Vehicles other than railway, tramway | 4 |
| Organic chemicals | 4 |
| Articles of iron or steel | 4 |
| Iron and steel | 3 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 7 | Western Europe | 21 |
| China | 5 | Northern America | 17 |
| Germany | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Thailand | 4 | Southern Europe | 6 |
| India | 3 | South America | 3 |
| Belgium | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Italy | 3 |  |  |
| Others | 28 |  |  |
|  |  |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 34 |
| United Kingdom | 7 | Western Europe | 20 |
| France | 7 | Northern America | 14 |


| Germany | 6 | Northern Europe | 13 |
| :--- | :--- | :--- | :--- |
| China | 4 | Eastern Europe | 7 |
| Netherlands | 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 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | BE <br> 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |


|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <br> <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| Wood and articles of wood, wood charcoal | (440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202 | $\begin{aligned} & \text { US } \\ & 3499.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 574.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 351.4 \end{aligned}$ | 4988.3 |
|  | (441010) Particle board of wood, \$0-0 | $\begin{aligned} & \text { US } \\ & 1396.3 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 63.8 \end{aligned}$ | 1692.2 |
|  | (441212) Plywood, 1 or 2 outer ply nonconifer nes (ply <6 mm), \$419-764 | US 646.8 | $\begin{aligned} & \text { FR } \\ & 180.5 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 45.5 \end{aligned}$ | 976.4 |
|  | (440130) Sawdust, wood waste or scrap, \$0-0 | $\begin{aligned} & \text { IT } \\ & 166.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 146.5 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 109.6 \end{aligned}$ | 608.4 |
|  | (441119) Fibreboard >0.8 g/cm2 worked/surface covered, \$0-0 | $\begin{aligned} & \text { FR } \\ & 190.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 123.6 \end{aligned}$ | ES 27 | 571.3 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | US 455.5 | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & C N \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |


|  | (480100) Newsprint, \$0-0 | IN |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| (4) |  |  |


|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$1894 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (842710) Self-propelled works trucks, electric motor, \$6305-18192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | $\begin{aligned} & C Z \\ & 85.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 81.2 \end{aligned}$ | 748.0 |
| Electrical, electronic equipment | (852990) Parts for radio/tv transmit/receive equipment, nes, \$231527 | $\begin{aligned} & \mathrm{CN} \\ & 1820.1 \end{aligned}$ | $\begin{aligned} & H K \\ & 799.3 \end{aligned}$ | DE $391.7$ | 3322.1 |
|  | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 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 $375.4$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
| Vehicles other than railway, tramway | (870321) Automobiles, spark ignition engine of <1000 cc, \$4545-12866 | SA $2774.6$ | $\begin{aligned} & \text { FR } \\ & 1101.6 \end{aligned}$ | DE $545.5$ | 7194.8 |
|  | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | $\begin{aligned} & \text { PL } \\ & 1140.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 683.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 528.7 \end{aligned}$ | 5164.4 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$303-1677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |



## 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & J P \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (021020) Bovine meat salted, dried or smoked, \$6-22 | ES 8.5 | IT 4.2 | $\begin{aligned} & \text { GB } \\ & 3.8 \end{aligned}$ | 23.1 |
|  | (020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$310 | 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 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |



|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Animal,vegetable fats and oils, cleavage products, etc | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$0-1 | $\begin{aligned} & \text { FR } \\ & 132.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 44.4 \end{aligned}$ | 384.7 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, $\$ 0-2$ | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 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, \$36 | JP <br> 140.7 | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160249) Swine meat or offal nes, prepared,preserved, not live, \$38 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 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, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 49.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 14.8 \end{aligned}$ | 195.5 |




| Residues, wastes of food industry, animal fodder | (230400) Soya-bean oil-cake and other solid residues, \$0-0 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$02 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & \text { CN } \\ & 6.2 \end{aligned}$ | 60.1 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Tonga

## Basic statistics

| Current diversification (number of products) | 294 | Potential new products more complex <br> (percentage) | 59 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,268 | Export opportunity in more complex products <br> (percentage) | 20 |
| Potential new products more complex than <br> the country's average | 1,335 | Import replacement opportunity in more <br> 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 | 8 |
| Machinery \& mech appliance etc | 6 |
| Organic chemicals | 4 |
| 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 | 5 |
| Iron and steel | 3 |
| Sum of others with smaller share | 36 |
|  | 4 |

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

By countries

| Country | Percent | Region | Percent |
| :---: | :---: | :---: | :---: |
| USA | 19 | Asia | 32 |
| France | 8 | Northern America | 21 |
| Germany | 5 | Western Europe | 19 |
| China | 5 | Eastern Europe | 8 |
| United Kingdom | 4 | Southern Europe | 7 |
| Thailand | 4 | Northern Europe | 7 |
| Japan | 4 | South America | 3 |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Russian Federation | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 25 |  |  |

## 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 |


| 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 |
|  | 2 |

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 |


| 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 | $\begin{aligned} & \text { US } \\ & 658.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 252.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 107.6 \end{aligned}$ | 1664.8 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & S A \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (293100) Organo-inorganic compounds, nes, \$318 | $\begin{aligned} & \text { BR } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 31.3 \end{aligned}$ | 593.9 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |



| Articles of apparel, accessories, not knit or crochet | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \text { RU } \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
|  | (620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32 | $\begin{aligned} & \text { KR } \\ & 80.8 \end{aligned}$ | RU 48 | IT 18 | 274.3 |
|  | (620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24 | $\begin{aligned} & \text { KR } \\ & 117.8 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 42.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | 254.5 |
| Iron and steel | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil, width >600mm, t $3-4.75 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { CN } \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720822) Hot rolled iron or non-alloy steel, coil, width >600mm, t 4.75-10mm, nes, \$0-0 | $\begin{aligned} & \text { IT } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 86.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 71.4 \end{aligned}$ | 530.0 |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
|  | (722490) Semi-finished products of alloy steel except stainles, \$0-1 | $\begin{aligned} & \text { US } \\ & 312.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 18.9 \end{aligned}$ | 384.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (730830) Doors, windows, frames of iron or steel, \$3-12 | $\begin{aligned} & \text { DE } \\ & 68.1 \end{aligned}$ | US 48 | $\begin{aligned} & \mathrm{PH} \\ & 34.1 \end{aligned}$ | 346.1 |


|  | (731021) Cans, iron/steel, capacity <50l closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery \& mech appliance etc | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848340) Gearing, ball screws, speed changers, torque converte, \$29-846 | $\begin{aligned} & \mathrm{CN} \\ & 477.1 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 61.4 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 43.2 \end{aligned}$ | 642.7 |
|  | (841480) Air or gas compressors, hoods, \$0-144 | $\begin{aligned} & \mathrm{HU} \\ & 155.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 134.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.4 \end{aligned}$ | 614.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 476.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |
|  | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | NL $57.4$ | 605.5 |


| (901910) Massage and psychological aptitudetest apparatus, \$14-70 | $\begin{aligned} & \text { US } \\ & 370.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 20.6 \end{aligned}$ | 518.1 |
| :---: | :---: | :---: | :---: | :---: |
| (902920) Speed indicators, tachometers, stroboscopes, \$119-141 | $\begin{aligned} & \text { GB } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 54.8 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Dairy products, eggs, honey, edible animal product nes | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | US 2.3 | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |


| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$13 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (070930) Aubergines(eggplants), fresh or chilled, \$1-3 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | GB 6.1 | $\begin{aligned} & R U \\ & 4.3 \end{aligned}$ | 53.9 |
|  | (071040) Sweet corn, frozen, uncooked steamed or boiled, \$12 | 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 | $\begin{aligned} & \text { CA } \\ & 1.1 \end{aligned}$ | 12.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US $947.3$ | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 52.2 \end{aligned}$ | 1314.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080810) Apples, fresh, \$0-1 | VN 46 | $\begin{aligned} & \text { PE } \\ & 35.3 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 22.6 \end{aligned}$ | 317.3 |
|  | (080520) Mandarin, clementine \& citrus hybrids, fresh or dried, \$0-1 | $\begin{aligned} & \text { RU } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 79.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.9 \end{aligned}$ | 243.7 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120220) Ground-nuts shelled, not roasted or cooked, \$1-2 | $\begin{aligned} & R U \\ & 128.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 67.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 11.4 \end{aligned}$ | 269.4 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$0-6 | $\begin{aligned} & \text { AT } \\ & 11.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |



|  | (180690) Chocolate/cocoa food preparations nes, \$11-22 | $\begin{aligned} & \text { ID } \\ & 31.7 \end{aligned}$ | Fl 24.7 | $\begin{aligned} & \text { ES } \\ & 12.2 \end{aligned}$ | 120.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereal, flour, starch, milk preparations and products | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$1-4 | $\begin{aligned} & \text { TH } \\ & 119.8 \end{aligned}$ | US <br> 89.3 | $\begin{aligned} & \text { SN } \\ & 65.7 \end{aligned}$ | 668.0 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 78.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 16.9 \end{aligned}$ | 309.2 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & H K \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$02 | $\begin{aligned} & \text { PL } \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | $\begin{aligned} & \mathrm{NE} \\ & 17.5 \end{aligned}$ | 193.6 |


|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | $\begin{aligned} & \text { PL } \\ & 5.6 \end{aligned}$ | 145.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210320) Tomato ketchup and other tomato sauces, \$1-2 | $\begin{aligned} & \mathrm{NO} \\ & 12.9 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 11.4 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 9.4 \end{aligned}$ | 125.1 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$0-7 | $\begin{aligned} & \text { RU } \\ & 284.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 23.9 \end{aligned}$ | 432.9 |

## Trinidad and Tobago

## Basic statistics

| Current diversification (number of products) | 4,642 | Potential new products more complex <br> (percentage) | 77 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,813 | Export opportunity in more complex products <br> (percentage) | 57 |
| Potential new products more complex than <br> the country's average | 2,917 | Import replacement opportunity in more <br> 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 | 8 |
| Organic chemicals | 6 |
| Vehicles other than railway, tramway | 6 |
| Iron and steel | 6 |
| Electrical, electronic equipment | 4 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Plastics and articles thereof | 3 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Miscellaneous chemical products | 2 |
| Sum of others with smaller share | 2 |

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 product nes | 14 |
| Edible fruit, nuts, peel of citrus fruit, melons | 10 |
| Meat and edible meat offal | 8 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 7 |


| 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 | $\begin{aligned} & \text { CN } \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | KR 828.6 | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$14 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US <br> 113.6 | FR 60.5 | 530.2 |


|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | FI 189.5 | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | AE 51.2 | 521.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US $671.9$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | TH 316.9 | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, $\$ 28$-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | TH 392.4 | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | ID 228.6 | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |




Potential new agri-business products with higher export opportunity and top 3 growing markets


|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040221) Milk and cream powder unsweetened < 1.5\% fat, \$10-29 | $\begin{aligned} & \mathrm{HK} \\ & 277.3 \end{aligned}$ | $\begin{aligned} & N Z \\ & 10.1 \end{aligned}$ | CN 5 | 295.5 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$412 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080232) Walnuts, fresh or dried, shelled, \$5-10 | $\begin{aligned} & \text { GR } \\ & 15.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 8.2 \end{aligned}$ | SA 5.5 | 60.6 |
|  | (080110) Coconuts, fresh or dried, \$4-9 | AU $33.9$ | $\begin{aligned} & \text { EG } \\ & 15.7 \end{aligned}$ | FR 3.5 | 56.4 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN $503.4$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
|  | (100810) Buckwheat, \$0-2 | FR 1.9 | ES 1.2 | KR . 9 | 6.4 |



|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | Fl 1.7 | $\begin{gathered} \text { MY } \\ 1.4 \end{gathered}$ | 32.6 |
|  | (160416) Anchovies, prepared or preserved, not minced, \$7-16 | $\begin{aligned} & \text { GB } \\ & 10.5 \end{aligned}$ | ES 8.7 | DE 4.2 | 28.6 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \text { HK } \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$714 | HK 5.9 | AE 4.2 | SG 3 | 24.1 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6 | $\begin{aligned} & \text { US } \\ & 10.7 \end{aligned}$ | JP 3.8 | DE 1.9 | 29.8 |


|  | (190520) Gingerbread and the like, \$0-2 | FR 5.9 | $\begin{gathered} \text { GB } \\ 1.5 \end{gathered}$ | 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 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 66.6 \end{aligned}$ | 496.3 |
| Residues, wastes of food industry, animal fodder | (230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1 | US 40 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | JP $39.4$ | 279.7 |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51173 | $\begin{aligned} & \text { US } \\ & 1071.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Tunisia

## Basic statistics

| Current diversification (number of products) | 7,534 | Potential new products more complex <br> (percentage) | 82 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,877 | Export opportunity in more complex products <br> (percentage) | 53 |
| Potential new products more complex than <br> the country's average | 2,372 | Import replacement opportunity in more <br> 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 | 6 |
| Electrical, electronic equipment | 4 |
| 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 | 2 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 41 |
| China | 9 | Western Europe | 19 |
| Germany | 6 | Northern America | 13 |
| France | 5 | Northern Europe | 7 |
| Thailand | 5 | Eastern Europe | 6 |
| United Kingdom | 4 | Southern Europe | 6 |
| Rep. of Korea | 4 | South America | 4 |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 28 |  |  |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 11 | Asia | 36 |
| Germany | 9 | Western Europe | 21 |
| USA | 8 | Northern Europe | 14 |
| United Kingdom | 6 | Northern America | 10 |


| Japan | 5 |  | Southern Europe |
| :--- | :--- | :--- | :--- |
| China, Hong Kong SAR | 5 | 6 |  |
| France |  | Eastern Europe | 6 |
| 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 metalcompound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE $668.9$ | $\begin{aligned} & \text { CN } \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | FR 60.5 | 530.2 |
| Organic chemicals | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |


|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (381519) Supported catalysts, except nickel or precious metal, \$528 | $\begin{aligned} & \text { KR } \\ & 126.6 \end{aligned}$ | QA 94 | NL 47 | 605.2 |
|  | (380830) Herbicides, sprouting and growth regulators, \$18-39 | IN 75.5 | $\begin{aligned} & \text { US } \\ & 75.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 58.1 \end{aligned}$ | 461.8 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & \text { AE } \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | IN 47.6 | 417.1 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 88.1 \end{aligned}$ | IT 85.1 | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KH} \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
|  | (390930) Amino-resins nes, in primary forms, \$1-4 | $\begin{aligned} & \text { CA } \\ & 248.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 378.5 |
|  | (390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3 | US 92.4 | $\begin{aligned} & \text { TR } \\ & 43.5 \end{aligned}$ | IN 42 | 375.7 |


| Iron and steel | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 34.75 mm , nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width $<14 \mathrm{~mm}, \mathrm{C}<.25 \%, \$ 0-0$ | BE 92.6 | $\begin{aligned} & \text { TH } \\ & 89.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 44.9 \end{aligned}$ | 634.8 |
| Copper and articles thereof | (740311) Copper cathodes and sections of cathodes unwrought, \$6-6 | AE <br> 1449.3 | IN 336 | $\begin{aligned} & \text { EG } \\ & 237.1 \end{aligned}$ | 2902.6 |
|  | (740811) Wire of refined copper > 6 mm wide, $\$ 6$-10 | IT 307 | $\begin{aligned} & \text { GB } \\ & 268.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 104.6 \end{aligned}$ | 1004.5 |
|  | (740710) Bars, rods \& profiles of refined copper, \$0-7 | $\begin{aligned} & \text { SA } \\ & 135.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 19.1 \end{aligned}$ | 337.5 |
|  | (741011) Foil of refined copper, not backed, t < $0.15 \mathrm{~mm}, \$ 7-32$ | US 51.8 | $\begin{aligned} & \text { PL } \\ & 46.8 \end{aligned}$ | KR 29.2 | 184.9 |
|  | (741021) Foil of refined copper, backed, $\mathrm{t}<0.15 \mathrm{~mm}, \$ 12-76$ | CN 99 | $\begin{aligned} & \mathrm{HK} \\ & 27.8 \end{aligned}$ | PH 12.7 | 151.6 |
| Machinery \& mech appliance etc | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | PL 80.6 | 711.8 |
|  | (843311) Mowers, powered, lawn, with horizontal cutting device, \$118-829 | $\begin{aligned} & \text { US } \\ & 152.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 127.9 \end{aligned}$ | PL 56.8 | 494.6 |
|  | (842710) Self-propelled works trucks, electric motor, \$1819236024 | $\begin{aligned} & \text { GB } \\ & 243.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 68.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.8 \end{aligned}$ | 490.9 |


|  | (841582) Air conditioners nes, with refrigerating unit, \$241-3577 | $\begin{aligned} & \text { US } \\ & 138.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 111.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.2 \end{aligned}$ | 415.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847710) Injection-moulding machines for rubber or plastic, $\$ 90066-209262$ | $\begin{aligned} & \text { US } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 60.2 \end{aligned}$ | IT 34.5 | 391.9 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & \mathrm{RU} \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | JP 38.6 | 553.5 |
|  | (850423) Liquid dielectric <br> transformers $\gg 10,000$ KVA, <br> $\$ 2387-392273$  | FR 66.9 | $\begin{aligned} & \text { BH } \\ & 26.9 \end{aligned}$ | Cl 26.7 | 442.3 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US $1178.2$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \mathrm{PH} \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.9 \end{aligned}$ | TH 37.5 | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | PH 68.5 | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |


| (900130) Contact lenses, \$0-1 | US $445.7$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | BE 79.7 | 886.2 |
| :---: | :---: | :---: | :---: | :---: |
| (900211) Objective lenses for cameras, projectors, etc, \$222-712 | VN $146.3$ | $\begin{aligned} & \text { HK } \\ & 124 \end{aligned}$ | DE 40.6 | 448.5 |
| (900219) Objective lenses, nes, \$151-910 | $\begin{aligned} & H K \\ & 226.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.2 \end{aligned}$ | 320.6 |
| (901850) Ophthalmic instruments and appliances, \$397-835 | $\begin{aligned} & \text { CN } \\ & 168.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 21.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 1.5 \end{aligned}$ | 43.5 |




|  | (130120) Gum arabic, \$2-8 | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 112.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | $\begin{aligned} & \text { JP } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
| Meat, fish and seafood food preparations nes | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3 | $\begin{aligned} & \text { IE } \\ & 67.5 \end{aligned}$ | SK 4.9 | $\begin{aligned} & \text { BG } \\ & 3.8 \end{aligned}$ | 95.3 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & R U \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180610) Cocoa powder, sweetened, \$8-17 | $\begin{aligned} & \text { GB } \\ & 14.5 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 6.2 \end{aligned}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | SA $68.9$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | 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 | Fl . 8 | US . 7 | 8.4 |
| Vegetable, fruit, nut, etc food preparations | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |
|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7 | $\begin{aligned} & \mathrm{HK} \\ & 16.4 \end{aligned}$ | US 9.1 | TH 7.6 | 57.1 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | 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, \$613 | FR 7.2 | $\begin{aligned} & \text { SG } \\ & 5.4 \end{aligned}$ | NZ 4.8 | 34.0 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-0 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 66.6 \end{aligned}$ | 496.3 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2I, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | UA 6.8 | 67.1 |

## Türkiye

## Basic statistics

| Current diversification (number of products) | 18,219 | Potential new products more complex <br> (percentage) | 83 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 635 | Export opportunity in more complex products <br> (percentage) | 75 |
| Potential new products more complex than <br> the country's average | 524 | Import replacement opportunity in more <br> 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 | 3 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 17 | Asia | 38 |
| Germany | 12 | Western Europe | 26 |
| United Kingdom | 7 | Northern Europe | 13 |
| USA | 6 | Northern America | 7 |
| India | 5 | Southern Europe | 6 |
| Switzerland | 5 | Eastern Europe | 5 |
| Singapore | 5 |  |  |
| France | 3 |  |  |
| Italy | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 17 |  |  |

## 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 |


| 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 By regions

| Country | Percent |
| :--- | :--- |
| China | 24 |
| Germany | 18 |
| United Kingdom | 5 |
| Netherlands | 5 |
| Spain | 5 |
| USA | 4 |
| Italy | 4 |
| Austria | 3 |


| 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 purebred breeding < 50 kg , \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except purebred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | HU 48 | 300.7 |
| Meat and edible meat offal | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$13 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | MO 6.5 | 477.7 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$23 | AT 64.3 | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | CZ 46.6 | 272.6 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$0-2 | $\begin{aligned} & \mathrm{HU} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 15.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 11.1 \end{aligned}$ | 87.1 |
|  | (021019) Swine meat, <br> salted/dried/smoked  <br> ham/shoulder/bell, $\$ 4-12$  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | FR 13.1 | 87.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
| Mineral fuels, oils, distillation products, etc | (271312) Petroleum coke, calcined, \$0-0 | AU $229.7$ | $\begin{aligned} & \mathrm{IN} \\ & 172.9 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 128.5 \end{aligned}$ | 792.3 |



|  | (380130) Carbonaceous pastes for electrodes, furnace linings, \$00 | ID 7 | $\begin{aligned} & \mathrm{AU} \\ & 4.2 \end{aligned}$ | KZ 1.5 | 17.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (381010) Metal pickling preps, solder and brazing flux, etc., \$105302 | FI 1.7 | $\begin{aligned} & \mathrm{CN} \\ & 1.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 1133.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 312.5 \end{aligned}$ | 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, \$12583160 | $\begin{aligned} & \mathrm{IN} \\ & 923.9 \end{aligned}$ | $\begin{aligned} & H K \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (853090) Electric signal, safety \& traffic controller parts, \$193-431 | BY 15 | $\begin{aligned} & \text { KR } \\ & 13.3 \end{aligned}$ | ID 11.3 | 86.4 |
|  | (851629) Electric space heating nes and soil heating apparatus, \$559-1651 | $\begin{aligned} & \mathrm{CN} \\ & 22.7 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 16.2 \end{aligned}$ | BE 3.2 | 48.9 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$60-89 | $\begin{aligned} & \text { GH } \\ & 19.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870600) Motor vehicle chassis fitted with engine, \$71767-175970 | $\begin{aligned} & \mathrm{CO} \\ & 104.8 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 73.6 \end{aligned}$ | IL 63.2 | 398.4 |
|  | (870310) Snowmobiles, golf cars, similar vehicles, \$0-2650 | US 23 | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 10.4 \end{aligned}$ | 59.0 |


|  | (871496) Bicycle pedals/crankgear, parts thereof, \$63-145 | FR 8 | US 4.8 | DE 3.7 | 34.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (871690) Trailer/non-mechanically propelled vehicle parts nes, \$2635 | SE 2.7 | BE 2.7 | PK 2.1 | 10.8 |
| Optical, photo, technical, medical, etc apparatus | (902150) Pacemakers for stimulating heart muscles, \$18493549 | $\begin{aligned} & \text { DE } \\ & 254.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 184.8 \end{aligned}$ | NL 79.2 | 723.6 |
|  | (903140) Optical instruments and appliances, nes, \$4859-11859 | $\begin{aligned} & \text { US } \\ & 117.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 109.1 \end{aligned}$ | HK 62.6 | 358.6 |
|  | (900661) Photographic discharge lamp flashlight apparatus, \$0-113 | $\begin{aligned} & C N \\ & 153.8 \end{aligned}$ | DE 6.7 | CA 3 | 173.7 |
|  | (902920) Speed indicators, tachometers, stroboscopes, \$7311479 | $\begin{aligned} & \text { CA } \\ & 73.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 1.1 \end{aligned}$ | SG . 6 | 77.3 |
|  | (902690) Parts of equipment to measure or check fluid variable, \$483-649 | JP 42.1 | $\begin{aligned} & \mathrm{CN} \\ & 7.2 \end{aligned}$ | 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 purebred breeding < $50 \mathrm{~kg}, \$ 62-82$ | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
|  | (010392) Swine, live except purebred breeding > $50 \mathrm{~kg}, \$ 165-223$ | DE 86 | $\begin{aligned} & \text { GB } \\ & 56.8 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 48 \end{aligned}$ | 300.7 |
| Meat and edible meat offal | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$13 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |



| Cereals | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | $\begin{aligned} & B Y \\ & 2.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 2.7 \end{aligned}$ | 88.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (100830) Canary seed, \$1-2 | GB. 1 | IT 0 | RO 0 | 0.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (100200) Rye, \$20-44 | IT . 1 | LU 0 | CZ 0 | 0.1 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 53.6 |
|  | (120930) Seed, flower, for sowing, \$656-1600 | IN 7.6 | $\begin{aligned} & \text { JP } \\ & 5.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 2.6 \end{aligned}$ | 25.9 |
|  | (120923) Seed, fescue, for sowing, \$0-2 | GB 6.3 | $\begin{aligned} & \text { FR } \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 4.7 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{IN} \\ & 2.1 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 1.6 \end{aligned}$ | 21.1 |
| Animal,vegetable fats and oils, cleavage products, etc | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 11 \end{aligned}$ | 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, \$814 | $\begin{aligned} & \text { DE } \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.8 \end{aligned}$ | 85.8 |
|  | (160411) Salmon prepared or preserved, not minced, \$0-6 | DK 6.2 | $\begin{aligned} & \text { ES } \\ & 1.2 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 1.1 \end{aligned}$ | 14.7 |
|  | (160220) Livers of any animal prepared or preserved, \$3-12 | GB 6.7 | $\begin{aligned} & \mathrm{RO} \\ & 1.7 \end{aligned}$ | DK . 5 | 12.4 |


|  | (160242) Swine shoulders \& cuts <br> thereof, prepared or preserved, <br> \$3-7 | CA 3.4 | NO 2 | BE |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Turkmenistan

## Basic statistics

| Current diversification (number of products) | 951 | Potential new products more complex <br> (percentage) | 62 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,589 | Export opportunity in more complex products <br> (percentage) | 30 |
| Potential new products more complex than <br> the country's average | 2,227 | Import replacement opportunity in more <br> 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 | 4 |
| Organic chemicals | 4 |
| Articles of iron or steel | 5 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 35 |
| France | 6 | Western Europe | 19 |
| Germany | 5 | Northern America | 17 |
| Thailand | 5 | Eastern Europe | 8 |
| China | 5 | Northern Europe | 6 |
| United Kingdom | 4 | Southern Europe | 6 |
| Japan | 3 | South America | 3 |
| Italy | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 30 |  |  |

## 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 | 15 |
| Cereals | 13 |


| 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 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 17 | Asia | 36 |
| United Kingdom | 7 | Northern America | 19 |
| Germany | 6 | Western Europe | 15 |
| China | 5 | Northern Europe | 10 |
| China, Hong Kong SAR | 4 | Eastern Europe | 6 |


| United Arab Emirates | 4 |  | Southern Europe |
| :--- | :--- | :--- | :--- |
| France | 4 | 5 |  |
| Viet Nam | 4 | South America | 3 |
| 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Organic chemicals | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25-354 | US <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (293359) Hetercyclic compounds with pyrimidine ring nes, \$34-398 | $\begin{aligned} & \text { DE } \\ & 88.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 43.3 \end{aligned}$ | 450.0 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |


|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390760) Polyethylene terephthalate, in primary forms, \$0-1 | $\begin{aligned} & \text { IN } \\ & 135.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 42.3 \end{aligned}$ | $\begin{aligned} & \text { PK } \\ & 40.5 \end{aligned}$ | 711.8 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | TH 42.1 | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | $\begin{aligned} & \text { PH } \\ & 39.2 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 29.3 \end{aligned}$ | 333.7 |
|  | (481011) Paper, fine, woodfree, <150 g/m2, clay coated, \$0-3 | $\begin{aligned} & \text { DE } \\ & 86.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 36.4 \end{aligned}$ | 322.9 |


| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (720824) Hot rolled iron or non-alloy steel, coil, width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720823) Hot rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, $\mathrm{t} 3-4.75 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t} 0.5-1 \mathrm{~mm}$, nes, \$0-0 | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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) <br> Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1 | AE $171.9$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
| Aluminium and articles thereof | (760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$0-3 | $\begin{aligned} & \text { FR } \\ & 300.2 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 124.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 106.4 \end{aligned}$ | 1164.8 |
|  | (760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6 | US $360.3$ | $\begin{aligned} & \mathrm{CH} \\ & 110.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 64.6 \end{aligned}$ | 871.8 |
|  | (760711) Foil, aluminium, not backed, rolled but nfw, $<0.2 \mathrm{~mm}, \$ 0-3$ | US $138.7$ | $\begin{aligned} & \text { FR } \\ & 67.6 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 55.3 \end{aligned}$ | 511.8 |



| (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
| :---: | :---: | :---: | :---: | :---: |
| (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | FI 29.2 | 336.6 |
| Edible vegetables and certain roots and tubers | (070951) Mushrooms, fresh or chilled, \$0-3 | FR 96.8 | IE 17 | $\begin{aligned} & \mathrm{NL} \\ & 12.9 \end{aligned}$ | 210.7 |
|  | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | US 30.3 | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 117.6 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | AE $93.8$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | US $293.1$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$16 | $\begin{aligned} & \text { AE } \\ & 317.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100890) Cereals unmilled nes, \$1-4 | US 10.9 | DE 6.5 | $\begin{aligned} & \mathrm{CN} \\ & 5.8 \end{aligned}$ | 66.7 |
| Animal, vegetable fats and oils, cleavage products, etc | (151219) Sunflower or safflower oil, fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | LK 22.5 | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
|  | (151930) Industrial fatty alcohols, \$1-4 | JP 36.5 | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | 106.1 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-4 | IT 4.1 | KR . 9 | CA 8 | 9.6 |


| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | IE 39.7 | 480.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$814 | DE 23.9 | $\begin{aligned} & \text { CA } \\ & 16.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.8 \end{aligned}$ | 85.8 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 49.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 38.5 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 14.8 \end{aligned}$ | 195.5 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$0-2 | US 59.1 | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | FR 26.6 | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 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, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | US 50.4 | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, <br> whole/pieces,  <br> prepared/preserved, no vinega, <br> $\$ 0-2$  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$01 | FR 56.3 | $\begin{aligned} & \text { PT } \\ & 28.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 16.4 \end{aligned}$ | 176.7 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | AU 6.3 | JP 2.7 | 159.8 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$2-5 | CZ 23.4 | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210110) Coffee extracts,  <br> essences, concentrates, <br> preparations, $\$ 14-28$ | EC 19.8 | $\begin{aligned} & \mathrm{CL} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |


|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | US 52.6 | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2I, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | $\begin{aligned} & \mathrm{NO} \\ & 14.4 \end{aligned}$ | TH 6.5 | $\begin{aligned} & C N \\ & 6.2 \end{aligned}$ | 60.1 |
| Tobacco and manufactured tobacco substitutes | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | $\begin{aligned} & \text { US } \\ & 1071.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Turks and Caicos Isds

## Basic statistics

| Current diversification (number of products) | 522 | Potential new products more complex <br> (percentage) | 69 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,495 | Export opportunity in more complex products <br> (percentage) | 31 |
| Potential new products more complex than <br> the country's average | 2,404 | Import replacement opportunity in more <br> 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 34 |
| France | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 17 |
| China | 6 | Eastern Europe | 8 |
| United Kingdom | 4 | Northern Europe | 7 |
| Russian Federation | 3 | Southern Europe | 6 |
| Netherlands | 3 | South America | 3 |
| India | 3 |  |  |
| Thailand | 3 |  |  |
| Japan | 3 |  |  |
| Others | 28 |  |  |

## 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 | 20 |
| Edible fruit, nuts, peel of citrus fruit, melons | 19 |
| Animal,vegetable fats and oils, cleavage products, etc | 7 |


| 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 |


| France | 5 |
| :--- | :--- |
| China | 4 |
| Japan | 4 |
| Italy | 3 |
| Philippines | 3 |
| Others | 22 | 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 |  |
| Inorganic chemicals, precious metal compound, isotopes | (281820) Aluminium oxide, except artificial corundum, \$0-0 | AE $668.9$ | $\begin{aligned} & \mathrm{CN} \\ & 358.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 254.2 \end{aligned}$ | 1559.4 |
|  | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | US <br> 113.6 | $\begin{aligned} & \text { FR } \\ & 60.5 \end{aligned}$ | 530.2 |
|  | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0 | $\begin{aligned} & \text { FI } \\ & 189.5 \end{aligned}$ | $\begin{aligned} & \text { JM } \\ & 96.6 \end{aligned}$ | $\begin{aligned} & \mathrm{AE} \\ & 51.2 \end{aligned}$ | 521.3 |
|  | (285100) Inorganic compounds, liquid/compressed air,amalgams ne, \$2-35 | US $416.3$ | $\begin{aligned} & \text { MY } \\ & 28.2 \end{aligned}$ | JP <br> 14.9 | 491.8 |
| Organic chemicals | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |


|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
| Miscellaneous chemical products | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | AE <br> 112.8 | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
| Plastics and articles thereof | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & \text { CL } \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper \& paperboard, | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |



| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & \text { RU } \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | US $476.4$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE <br> 116.2 | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, \$065 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |


| (902130) Artificial body <br> appliances, etc, $\$ 1093-2367$ |  |  | 668.3 | 115.7 | 88.2 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \text { RO } \\ & 110.1 \end{aligned}$ | 1216.6 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \text { RU } \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & \mathrm{CN} \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | 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 |


| Edible fruit, nuts, peel of citrus fruit, melons | (080610) Grapes, fresh, \$1-2 | US <br> 947.3 | $\begin{aligned} & \mathrm{CN} \\ & 61.2 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 52.2 \end{aligned}$ | 1314.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080212) Almonds, fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-0 | $\begin{aligned} & \text { NL } \\ & 205.8 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 86.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 55.9 \end{aligned}$ | 564.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 19.6 \end{aligned}$ | 194.6 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 92.5 \end{aligned}$ | CN 38 | 395.7 |


|  |  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  |  | (160100) Sausages, similar products of meat, meat offal \& bloo, \$7-15 | FR 63.9 | $\begin{aligned} & \mathrm{NL} \\ & 24.4 \end{aligned}$ | US 7.5 | 127.5 |
|  |  | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | $\begin{aligned} & \mathrm{CN} \\ & 19.3 \end{aligned}$ | FI 1.7 | $\begin{aligned} & \text { MY } \\ & 1.4 \end{aligned}$ | 32.6 |
| Sugars and confectionery | sugar | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  |  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
|  |  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | Fl 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 | $\begin{aligned} & \text { UG } \\ & 4.8 \end{aligned}$ | 72.1 |
| Cocoa and preparations | cocoa | (180620) Chocolate and other food preps containing cocoa > 2 k , \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  |  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | US 43.9 | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  |  | (180620) Chocolate and other food preps containing cocoa > 2 k , \$0-2 | US 59.1 | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  |  | (180500) Cocoa powder, unsweetened, \$2-6 | US 63.9 | $\begin{aligned} & \text { CN } \\ & 31.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 16.6 \end{aligned}$ | 223.3 |


|  | (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 $181.1$ | $\begin{aligned} & V N \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | US 50.4 | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | NL 91.7 | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
| Vegetable, fruit, nut, etc food preparations | (200210) $\quad$ Tomatoes, whole/pieces, prepared/preserved, $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |
|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | JP <br> 58.1 | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | NL 30.7 | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | JP 32.4 | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | DE 32.2 | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |

$\left.\begin{array}{|l|l|l|l|l|l|}\hline & \begin{array}{l}(210500) \text { Ice cream and other } \\ \text { edible ice, \$2-5 }\end{array} & \text { CZ 23.4 } & \text { GR } 18 & \text { CN } \\ 14.8\end{array}\right)$

## Tuvalu

## Basic statistics

| Current diversification (number of products) | 183 | Potential new products more complex <br> (percentage) | 60 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,958 | Export opportunity in more complex products <br> (percentage) | 23 |
| Potential new products more complex than <br> the country's average | 1,181 | Import replacement opportunity in more <br> 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 | 5 |
| Furniture, lighting, signs, prefabricated buildings | 3 |
| Articles of iron or steel | 3 |
| Sum of others with smaller share | 3 |
|  | 39 |
|  |  |

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

By countries

| Country | Percent |
| :--- | :--- |
| USA | 16 |
| France | 9 |
| China | 6 |
| Japan | 5 |
| Germany | 4 |
| United Kingdom | 3 |
| Italy | 3 |
| Netherlands | 3 |
| Thailand | 25 |
| Russian Federation | 3 |
| Others |  |

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 product nes | 10 |
| Cocoa and cocoa preparations | 8 |


| 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 |


| Saudi Arabia | 4 |
| :--- | :--- |
| United Kingdom | 4 |
| Germany | 4 |
| Netherlands | 4 |
| Rep. of Korea | 3 |
| United Arab Emirates | 3 |
| Others | 19 |

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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Cereals | (100590) Maize except seed corn, \$0-1 | JP $3443.3$ | $\begin{aligned} & \text { EG } \\ & 1739.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 703.2 \end{aligned}$ | 7614.0 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$0-1 | $\begin{aligned} & \text { CN } \\ & 3812.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 299.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 142.8 \end{aligned}$ | 5488.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 1067.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 508.3 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 226.5 \end{aligned}$ | 2620.5 |
|  | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |



|  | (620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12 | $\begin{aligned} & \text { ES } \\ & 87.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 52.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.4 \end{aligned}$ | 293.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (620610) Womens, girls blouses \& shirts, of silk, not knit, \$37-136 | $\begin{aligned} & \text { US } \\ & 110.3 \end{aligned}$ | FR 67 | $\begin{aligned} & \text { GB } \\ & 44.8 \end{aligned}$ | 274.4 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US $629.5$ | KZ 5.6 | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730840) Props etc for scaffold, shuttering, pits, iron/steel, \$1-3 | $\begin{aligned} & \text { MW } \\ & 80.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 59.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 49.1 \end{aligned}$ | 559.5 |
|  | (730660) Hollow profiles/tubes, iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | MM $18.6$ | 490.0 |
|  | (730830) Doors, windows, frames of iron or steel, \$3-12 | $\begin{aligned} & \text { DE } \\ & 68.1 \end{aligned}$ | US 48 | $\begin{aligned} & \mathrm{PH} \\ & 34.1 \end{aligned}$ | 346.1 |
| Machinery \& mech appliance etc | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | US <br> 53.3 | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
|  | (848340) Gearing, ball screws, speed changers, torque converte, \$29-846 | $\begin{aligned} & \mathrm{CN} \\ & 477.1 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 61.4 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 43.2 \end{aligned}$ | 642.7 |
|  | (841480) Air or gas compressors, hoods, \$0144 | $\begin{aligned} & \mathrm{HU} \\ & 155.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 134.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.4 \end{aligned}$ | 614.4 |
|  | (841360) Rotary positive displacement pumps nes, \$0-112 | $\begin{aligned} & \mathrm{CN} \\ & 190.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 153.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 92.2 \end{aligned}$ | 608.7 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | MY $301.3$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |


|  | (854290) Parts of electronic integrated circuits etc, \$61-415 | $\begin{aligned} & \text { MY } \\ & 759.2 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 474.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 136.6 \end{aligned}$ | 1654.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$62-181 | $\begin{aligned} & R U \\ & 212.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 203.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.6 \end{aligned}$ | 1322.0 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |
|  | (902119) Orthopaedic/fracture appliances, nes, \$35-397 | US 186 | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 57.4 \end{aligned}$ | 605.5 |
| Furniture, lighting, signs, prefabricated buildings | (940429) Mattresses, stuffed, spring interior, etc, \$0-91 | US $206.5$ | JP $191.6$ | $\begin{aligned} & \text { DE } \\ & 175.7 \end{aligned}$ | 1503.2 |
|  | (940421) Mattresses of cellular rubber or plastic, \$94-106 | $\begin{aligned} & \text { US } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 217.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 127.3 \end{aligned}$ | 1343.3 |
|  | (940190) Parts of seats, \$0-6 | $\begin{aligned} & \text { FR } \\ & 256.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 224.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 124.3 \end{aligned}$ | 892.2 |
|  | (940120) Seats, motor vehicles, \$59-331 | $\begin{aligned} & \text { RU } \\ & 201.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 177.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 29.6 \end{aligned}$ | 510.8 |
|  | (940290) Medical, dental, surgical \& veterinary furniture, nes, \$9-36 | $\begin{aligned} & \text { US } \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 21.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 370.9 \end{aligned}$ | US $205.9$ | $\begin{aligned} & \text { EG } \\ & 160.6 \end{aligned}$ | 1055.5 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & D E \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-1 | $\begin{aligned} & \text { FR } \\ & 118.2 \end{aligned}$ | $\begin{aligned} & C N \\ & 109.9 \end{aligned}$ | $\begin{aligned} & R U \\ & 90.1 \end{aligned}$ | 504.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | JP 34.3 | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \mathrm{RU} \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots), nes, \$1-16 | NL 261 | $\begin{aligned} & \mathrm{CH} \\ & 92.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 91.7 \end{aligned}$ | 764.3 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$5-20 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | CZ 9.9 | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |
|  | (060491) Foliage, branches, for bouquets, etc. - fresh, \$3-11 | $\begin{aligned} & \text { US } \\ & 27.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.3 \end{aligned}$ | $\begin{aligned} & \text { BY } \\ & 3.3 \end{aligned}$ | 56.6 |
| Edible vegetables and certain roots and tubers | (070310) Onions and shallots, fresh or chilled, \$0-1 | GB 75 | $\begin{aligned} & \mathrm{NL} \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 694.7 |
|  | (070200) Tomatoes, fresh or chilled, \$02 | $\begin{aligned} & R U \\ & 102.2 \end{aligned}$ | US 61.1 | $\begin{aligned} & \text { IT } \\ & 43.4 \end{aligned}$ | 458.4 |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |


|  | (070690) <br> 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 | $\begin{aligned} & \text { DK } \\ & 3.1 \end{aligned}$ | 25.9 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080410) Dates, fresh or dried, \$1-6 | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (080940) Plums, sloes, fresh, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 79.1 \end{aligned}$ | HK 77 | $\begin{aligned} & \text { KW } \\ & 3.4 \end{aligned}$ | 172.9 |
|  | (081340) Fruits, dried nes, \$3-14 | NL 8.4 | DE 6.7 | $\begin{aligned} & \mathrm{RU} \\ & 5.4 \end{aligned}$ | 49.3 |
|  | (081340) Fruits, dried nes, \$14-30 | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | GB 4.4 | $\begin{aligned} & C Z \\ & 2.6 \end{aligned}$ | 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 $3443.3$ | $\begin{aligned} & \text { EG } \\ & 1739.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 703.2 \end{aligned}$ | 7614.0 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$2-11 | $\begin{aligned} & \text { RU } \\ & 25.5 \end{aligned}$ | EG 6.8 | $\begin{aligned} & V N \\ & 3.5 \end{aligned}$ | 68.2 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$6-139 | NL 4.9 | JP 4.6 | $\begin{aligned} & \mathrm{AU} \\ & 3.8 \end{aligned}$ | 35.3 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | IN 55.1 | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | PT 24.6 | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |



|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190230) Pasta except uncooked or stuffed, \$1-3 | $\begin{aligned} & \text { CA } \\ & 33.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.4 \end{aligned}$ | CN 33 | 357.0 |
| Vegetable, fruit, nut, etc food preparations | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | FR 86.1 | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | PL 69.2 | AT 26.3 | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | $\begin{aligned} & \text { US } \\ & 49.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | JP 32.4 | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | FR 32.9 | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | GB 26 | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | $\begin{aligned} & \text { US } \\ & 41.3 \end{aligned}$ | IT 19.8 | NE $17.5$ | 193.6 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | PL 5.6 | 145.1 |

## USA

## Basic statistics

| Current diversification (number of products) | 30,373 | Potential new products more complex <br> (percentage) | 90 |  |
| :--- | :---: | :--- | :--- | :--- |
| Potential new products | 162 | Export opportunity in more complex products <br> (percentage) | 70 |  |
| Potential new products more complex than | 145 | Import replacement opportunity in more <br> the country's average |  | 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 | By regions |  |  |
| :--- | :--- | :--- | :--- |
| Country | Percent | Region | Percent |
| China | 33 | Asia | 47 |
| Germany | 14 | Western Europe | 19 |
| USA | 8 | Northern America | 8 |
| Japan | 7 | South America | 6 |
| Australia | 5 | Oceania | 5 |
| Colombia | 3 | Southern Europe | 4 |
| Italy | 3 |  | Northern Europe |
| Others | 10 | 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 | 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| United Kingdom | 54 | Northern Europe | 63 |
| France | 25 | Western Europe | 26 |
| Finland | 6 | Southern Europe | 5 |
| Spain | 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, \$29 | 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 | $\begin{aligned} & \text { SG } \\ & .2 \end{aligned}$ | 8.7 |
|  | (292219) Amino-alcohols nes, their ethers and esters, salts, \$167-288 | $\begin{aligned} & C Z \\ & 3.9 \end{aligned}$ | IE 1 | $\begin{aligned} & \mathrm{HU} \\ & .7 \end{aligned}$ | 7.6 |
|  | (294150) Erythromycin, derivatives, in bulk, salts, \$1476-2774 | $\begin{aligned} & \mathrm{KR} \\ & 1.1 \end{aligned}$ | TN . 2 | AR 0 | 1.4 |


|  | (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 | $\begin{aligned} & \text { GB } \\ & .2 \end{aligned}$ | 1.1 |
| Footwear, gaiters and the like, parts thereof | (640220) Footwear, rubber, plastic, straps fix to sole by plug, \$3-13 | $\begin{aligned} & \text { DO } \\ & 9.4 \end{aligned}$ |  |  | 9.4 |
| Pearls, precious stones, metals, coins, etc | (711510) Catalysts (form of wire cloth or grill) of platinum, \$6650-16555 | $\begin{aligned} & \text { GB } \\ & 7.4 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 2.5 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 15.9 |
| Iron and steel | (722550) Cold rolled alloy-steel, width >600mm, nes, \$0-0 | CO 76 | $\begin{aligned} & \text { FR } \\ & 65.1 \end{aligned}$ | IT $18.3$ | 199.7 |
|  | (721931) Cold rolled stainless steel, w $>600 \mathrm{~mm}, \mathrm{t}>4.75 \mathrm{~mm}, \$ 0-2$ | DE 27 | $\begin{aligned} & \text { PL } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 13.7 \end{aligned}$ | 75.7 |
|  | (721932) Cold rolled stainless steel, w $>600 \mathrm{~mm}, \mathrm{t} 3.0-4.75 \mathrm{~mm}, \$ 115+$ | $\begin{aligned} & \text { CN } \\ & 1.1 \end{aligned}$ | 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+ | Fl . 2 | TN 0 | BA 0 | 0.2 |
| Machinery \& mech appliance etc | (845710) Machining centres, for working metal, \$140463-293222 | $\begin{aligned} & \text { CN } \\ & 918.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 219 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 44.5 \end{aligned}$ | 1327.6 |
|  | (841182) Gas turbine engines nes of a power $\text { > } 5000 \text { kW, \$1.68e+07-3.28e+07 }$ | $\begin{aligned} & \mathrm{CN} \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 28.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 22.4 \end{aligned}$ | 98.4 |
|  | (840710) Aircraft engines, spark-ignition, \$8376928-1.36e+07 | $\begin{aligned} & \text { PH } \\ & 42.9 \end{aligned}$ | BH 20 | $\begin{aligned} & \text { SG } \\ & 14.3 \end{aligned}$ | 85.5 |
|  | (844319) Offset printing machinery nes, \$1370439-1721959 | $\begin{aligned} & \text { DE } \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 8.5 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 2.7 \end{aligned}$ | 24.8 |
|  | (845891) Lathes nes numerically controlled for removing metal, \$578521-899147 | $\begin{aligned} & \mathrm{CH} \\ & 8.3 \end{aligned}$ | TR 6.5 | $\begin{aligned} & \text { IT } \\ & 5.6 \end{aligned}$ | 22.6 |


| Railway, tramway locomotives, rolling stock, equipment | (860310) Self-propelled railway cars, external electric power, \$8067868-1.22e+07 | $\begin{aligned} & \text { DE } \\ & 337.9 \end{aligned}$ | AU $133.7$ | $\begin{aligned} & \text { SE } \\ & 46.6 \end{aligned}$ | 643.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (860800) Signals etc for rail, tram, water-way, port, airfield, \$1231-4233 | FI 3.4 | EG . 2 | $\begin{aligned} & C Z \\ & .1 \end{aligned}$ | 3.7 |
| Vehicles other than railway, tramway | (870333) Automobiles, diesel engine of $>2500$ cc, \$87257-94932 | $\begin{aligned} & \text { JP } \\ & 211.7 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 7.6 \end{aligned}$ | $\begin{aligned} & \text { MD } \\ & 3.9 \end{aligned}$ | 224.4 |
| Aircraft, spacecraft, and parts thereof | (880250) Spacecraft, satellites and spacecraft launch vehicles, \$167747-418788 | IN 3.7 | US . 7 | $\begin{aligned} & \text { GB } \\ & .6 \end{aligned}$ | 5.4 |
| Optical, photo, technical, medical, etc apparatus | (902221) Medical apparatus using alpha, beta or gamma radiatio, \$1144373-1667840 | $\begin{aligned} & \mathrm{IN} \\ & 12.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BO} \\ & 3.3 \end{aligned}$ | $\begin{gathered} \text { KW } \\ 1.1 \end{gathered}$ | 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 | $\begin{aligned} & \text { FR } \\ & 3.6 \end{aligned}$ | IE . 3 | 13.6 |
|  | (030729) Scallops other than live, fresh or chilled, \$136-256 | FI . 2 | MV 0 |  | 0.2 |
|  | (030614) Crabs, frozen, \$100185 | JP 0 | GD 0 | SG 0 | 0.0 |


| Dairy products, eggs, honey, edible animal product nes | (040811) Egg yolks dried, \$9-10 | FR . 5 | ES . 5 | $\begin{aligned} & \text { DO } \\ & .2 \end{aligned}$ | 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, oleagic fruits, grain, seed, fruit, etc, nes | (120930) Seed, flower, for sowing, \$21599+ | KR . 1 | CO. 1 | CNO | 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 | $\begin{aligned} & \text { DO } \\ & .1 \end{aligned}$ | KR 0 | TH 0 | 0.1 |
| Animal, vegetable fats and oils, cleavage products, etc | (150890) Refined ground-nut oil not chemically modified, \$139274 | 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 <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,016 | Export opportunity in more complex products <br> (percentage) | 44 |
| Potential new products more complex than <br> the country's average | 3,129 | Import replacement opportunity in more <br> 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 | 30 |
| Sum of others with smaller share |  |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 13 | Asia | 38 |
| China | 8 | Western Europe | 19 |
| Germany | 6 | Northern America | 16 |
| France | 6 | Eastern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Thailand | 4 | Northern Europe | 6 |
| Belgium | 3 | South America | 3 |
| Netherlands | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Canada | 3 |  |  |
| India | 3 |  |  |
| Italy | 3 |  |  |
| Others | 28 |  |  |

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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 40 |
| China | 13 | Northern America | 16 |
| China, Hong Kong SAR | 5 | Western Europe | 15 |
| United Kingdom | 5 | Northern Europe | 10 |
| Germany | 5 | Eastern Europe | 6 |
| Netherlands | 4 | Southern Europe | 6 |
| Japan | 3 |  |  |
| France | 3 |  |  |
| Viet Nam | 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 |  |
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | $\begin{aligned} & \text { SG } \\ & 1116.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |


|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 91.6 \end{aligned}$ | 1590.4 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \mathrm{BE} \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
| Miscellaneous chemical products | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | $\begin{aligned} & \text { UA } \\ & 94.7 \end{aligned}$ | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & D E \\ & 19.7 \end{aligned}$ | 680.3 |


| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (392062) $\quad$ Sheet/film not  <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & \mathrm{CN} \\ & 1009.9 \end{aligned}$ | KR 45.1 | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |
|  | (390230) Propylene copolymers in primary forms, \$1-2 | $\begin{aligned} & \text { ID } \\ & 228.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
| Iron and steel | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width >600mm, t $>10 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720823) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t 34.75 mm , nes, $\$ 0-0$ | $\begin{aligned} & \mathrm{CN} \\ & 591.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 216.4 \end{aligned}$ | $\begin{aligned} & \text { MK } \\ & 32.1 \end{aligned}$ | 985.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US <br> 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
|  | (731021) Cans, iron/steel, capacity <br> <50l closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |


|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | $\begin{aligned} & \text { ID } \\ & 36.7 \end{aligned}$ | 302.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (730439) Iron/non-alloy steel pipe or tubing, nes, \$1-6 | FR 40.3 | $\begin{aligned} & R U \\ & 40.2 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 27.2 \end{aligned}$ | 276.5 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1818.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, $\$ 2729$ - 6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 16.5 \end{aligned}$ | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | $\begin{aligned} & \text { IN } \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | DE 71.8 | $\begin{aligned} & \text { JP } \\ & 38.6 \end{aligned}$ | 553.5 |
| Vehicles other than railway, tramway | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US <br> 1178.2 | AT $429.4$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |


|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \mathrm{RU} \\ & 957.4 \end{aligned}$ | ES 249 | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \mathrm{PH} \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | $\begin{aligned} & \text { FR } \\ & 347.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 113.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 37.5 \end{aligned}$ | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \text { CN } \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (901819) Electro-diagnostic apparatus, nes, $\$ 0-65$ | $\begin{aligned} & \mathrm{CN} \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | JP $115.7$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | RO <br> 110.1 | 1216.6 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | ID $238.5$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |



|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN <br> 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100510) Maize (corn) seed, \$2-6 | $\begin{aligned} & \mathrm{HU} \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 20.2 \end{aligned}$ | 244.7 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \mathrm{GB} \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |


| Animal, vegetable fats and oils, cleavage products, etc | (150420) Fish oils except liver, not chemically modified, \$1-19 | NO $144.6$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | JP $140.7$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | IE 39.7 | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | US $21.5$ | PL 6.7 | 139.1 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-0 | FR 85.8 | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 13.4 \end{aligned}$ | 184.2 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | DK 5.3 | 56.9 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-2 | SA 56 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | AU 6.3 | JP 2.7 | 159.8 |
|  | (200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2 | CA 18.7 | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210310) Soya sauce, \$1-4 | US 17.8 | $\begin{aligned} & \text { IT } \\ & 10.8 \end{aligned}$ | 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, \$2046 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 1077.2 \end{aligned}$ | $\begin{aligned} & R U \\ & 149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 131.3 \end{aligned}$ | 1996.8 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | RU 43.9 | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6 | US 17.7 | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | 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 <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Ukraine

## Basic statistics

| Current diversification (number of products) | 11,480 | Potential new products more complex <br> (percentage) | 84 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,872 | Export opportunity in more complex products <br> (percentage) | 60 |
| Potential new products more complex than <br> the country's average | 1,578 | Import replacement opportunity in more <br> 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 | 5 |
| Inorganic chemicals, precious metal compound, isotopes | 5 |
| Electrical, electronic equipment | 4 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 12 | Asia | 36 |
| China | 12 | Western Europe | 22 |
| Germany | 8 | Northern America | 15 |
| France | 6 | Northern Europe | 9 |
| United Kingdom | 5 | Eastern Europe | 6 |
| Netherlands | 4 | Southern Europe | 6 |
| Rep. of Korea | 3 | South America | 3 |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Japan | 3 |  |  |
| Others | 26 |  |  |

## 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 |


| 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 |


| 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 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | JP $303.3$ | US 19.6 | 1179.2 |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | $\begin{aligned} & \text { CN } \\ & 588.8 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 17.7 \end{aligned}$ | KR 2.5 | 610.7 |
|  | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | $\begin{aligned} & \text { IN } \\ & 166.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.8 \end{aligned}$ | US 55.8 | 416.6 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | FR 74.2 | 271.8 |
|  | (283691) Lithium carbonates, \$0-11 | $\begin{aligned} & \mathrm{CN} \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 75.5 \end{aligned}$ | JP 40.3 | 222.0 |


| Organic chemicals | (290250) Styrene, \$1-2 | $\begin{aligned} & \text { KR } \\ & 186.6 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 56.9 \end{aligned}$ | FI 45.5 | 399.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (290110) Saturated acyclic hydrocarbons, \$1-17 | FI 267.7 | $\begin{aligned} & \text { FR } \\ & 26.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { CA } \\ & 121.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.9 \end{aligned}$ | ES 23.5 | 208.7 |
|  | (290110) Saturated acyclic hydrocarbons, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 62.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 55.4 \end{aligned}$ | EE 24.1 | 203.2 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$505-1158 | US $844.6$ | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 321.4 \end{aligned}$ | 2570.1 |
|  | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |
|  | (300390) Medicaments nes, formulated, in bulk, \$136-318 | ES 44.7 | $\begin{aligned} & \text { AT } \\ & 38.9 \end{aligned}$ | NL 33.2 | 214.8 |
|  | (300432) Adrenal cortical hormones, in dosage, \$5661947 | DE 63.1 | $\begin{aligned} & \text { SA } \\ & 47.2 \end{aligned}$ | KR 20.5 | 200.6 |
|  | (300660) Contraceptive preps based on hormones or spermicides, \$277-610 | $\begin{aligned} & \text { GB } \\ & 45.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 44.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 18.7 \end{aligned}$ | 191.2 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381512) Supported catalysts, precious metal based, \$204452 | $\begin{aligned} & \text { CZ } \\ & 229.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 130.1 \end{aligned}$ | DE 65 | 701.5 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | ID 54.3 | 483.6 |



|  | (841810) <br> Combined refrigerator-freezers, two door, \$1081-2714 | $\begin{aligned} & \text { US } \\ & 307.3 \end{aligned}$ | Fl 17.8 | HK 9.4 | 341.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (840220) Super-heated water boilers, \$5-38 | $\begin{aligned} & \text { ID } \\ & 219.3 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 11.2 \end{aligned}$ | LV 5.1 | 263.2 |
|  | (842691) Cranes designed for mounting on road vehicles, \$35478-75354 | $\begin{aligned} & \text { GB } \\ & 129.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 45.7 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 33.9 \end{aligned}$ | 258.4 |
| Electrical, electronic equipment | (850230) Electric generating sets, nes, \$102223-453892 | $\begin{aligned} & \mathrm{NL} \\ & 366.9 \end{aligned}$ | AU $319.5$ | AR 107 | 1326.1 |
|  | (850230) Electric generating sets, nes, \$54215-102223 | US 99.2 | $\begin{aligned} & \text { UA } \\ & 65.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 44.6 \end{aligned}$ | 300.0 |
|  | (850720) Lead-acid electric accumulators except for vehicles, \$181-360 | $\begin{aligned} & \text { US } \\ & 177.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.9 \end{aligned}$ | AU 11.3 | 247.2 |
|  | (850153) AC motors, multiphase, of an output > 75 kW , \$17560-40915 | $\begin{aligned} & \text { DE } \\ & 107.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 38.9 \end{aligned}$ | PL 25.1 | 229.4 |
|  | (850153) AC motors, multiphase, of an output > 75 kW , \$01991 | US 91.6 | $\begin{aligned} & \mathrm{NL} \\ & 35.2 \end{aligned}$ | BE 18.3 | 199.6 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \mathrm{CN} \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$86409165647 | $\begin{aligned} & \text { US } \\ & 1631.8 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 373.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 296.1 \end{aligned}$ | 3157.7 |
|  | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | US <br> 1178.2 | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | PH 68.5 | 884.4 |
|  | (870130) Track-laying tractors (crawlers), \$10200-147074 | $\begin{aligned} & \text { US } \\ & 494.9 \end{aligned}$ | FR 9.5 | ET 6.5 | 540.3 |


| Optical, photo, technical, medical, etc apparatus | (901819) Electro-diagnostic apparatus, nes, \$0-65 | $\begin{aligned} & \text { CN } \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | EG 64.2 | 1051.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902111) Artificial joints, \$10612135 | $\begin{aligned} & \text { FR } \\ & 315.8 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 165.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 101.2 \end{aligned}$ | 809.7 |
|  | (902150) Pacemakers for stimulating heart muscles, \$1849-3549 | $\begin{aligned} & \text { DE } \\ & 254.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 184.8 \end{aligned}$ | NL 79.2 | 723.6 |
|  | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & R U \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
|  | (900661) Photographic  <br> discharge lamp flashlight <br> apparatus, $\$ 0-113$  | $\begin{aligned} & \mathrm{CN} \\ & 153.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | IE 12.7 | 435.3 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (021019) Swine meat, <br> salted/dried/smoked  <br> ham/shoulder/bell, $\$ 4-12$  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
| Fish, crustaceans, <br> molluscs, aquatic <br> invertebrates nes  | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |






## United Arab Emirates

## Basic statistics

| Current diversification (number of products) | 15,944 | Potential new products more complex <br> (percentage) | 90 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 975 | Export opportunity in more complex products <br> (percentage) | 84 |
| Potential new products more complex than <br> the country's average | 874 | Import replacement opportunity in more <br> 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 | 24 |
| Sum of others with smaller share | 2 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 14 | Asia | 38 |
| China | 11 | Western Europe | 19 |
| Italy | 6 | Northern America | 17 |
| Japan | 5 | Southern Europe | 9 |
| Germany | 5 | Eastern Europe | 6 |
| Rep. of Korea | 5 | Northern Europe | 6 |
| France | 4 |  |  |
| Netherlands | 4 |  |  |
| United Kingdom | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 22 |  |  |

## 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 |


| Dairy products, eggs, honey, edible animal product nes | 6 |
| :--- | :--- |
| Products of animal origin, nes | 6 |
| Residues, wastes of food industry, animal fodder | 5 |
| Oil seed, oleagic 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 18 | Asia | 43 |
| China, Hong Kong SAR | 8 | Western Europe | 21 |
| Austria | 6 | Eastern Europe | 10 |
| United Kingdom | 5 | Northern Europe | 9 |
| Japan | 5 | Southern Europe | 9 |
| Germany | 5 |  | Northern America |
| Netherlands | 5 |  | 5 |
| Italy | 4 |  |  |
| France | 3 |  |  |
| Canada |  |  |  |


| 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$13 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$02 | NL 29.2 | PL 20.8 | $\begin{aligned} & \text { GB } \\ & 0 \end{aligned}$ | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
| Mineral fuels, oils, distillation products, etc | (270400) Coke, semi-coke of coal, lignite, peat \& retort carbo, \$0-0 | $\begin{aligned} & \text { KZ } \\ & 232.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 149.8 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 138.3 \end{aligned}$ | 862.4 |
|  | (270300) Peat (including peat litter), \$0-0 | PL 6.5 | RO 6.4 | TR 6.3 | 53.0 |
|  | (270710) Benzol, \$0-2 | $\begin{aligned} & M Y \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.4 \end{aligned}$ | CA 8 | 51.7 |


|  | (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 metalcompound, isotopes | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 19.6 \end{aligned}$ | 1179.2 |
|  | (283691) Lithium carbonates, \$11-27 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | 467.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 74.2 \end{aligned}$ | 271.8 |
|  | (283691) Lithium carbonates, \$011 | $\begin{aligned} & \mathrm{CN} \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 75.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 40.3 \end{aligned}$ | 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 <br> 331.1 | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |
|  | (293319) Heterocyclic compounds with unfused pyrazole ring, ne, \$28-167 | $\begin{aligned} & \text { BR } \\ & 173.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 51.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 48.1 \end{aligned}$ | 395.0 |
|  | (294190) Antibiotics nes, in bulk, \$1435-5209 | $\begin{aligned} & \mathrm{CN} \\ & 172.5 \end{aligned}$ | IT 103 | SG 28 | 382.3 |
|  | (290711) Phenol (hdroxybenzene), salts, \$1-17 | $\begin{aligned} & \mathrm{NL} \\ & 228.3 \end{aligned}$ | PL 14.8 | $\begin{aligned} & \text { FR } \\ & 12.4 \end{aligned}$ | 312.2 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | $\begin{aligned} & \text { US } \\ & 1677.7 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |


|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 91.6 \end{aligned}$ | 1590.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300190) Heparin, salts, for therapeutic use, \$2199-5337 | $\begin{aligned} & \text { SG } \\ & 488.6 \end{aligned}$ | FR 95.3 | $\begin{aligned} & \text { US } \\ & 54.2 \end{aligned}$ | 684.6 |
|  | (300432) Adrenal cortical hormones, in dosage, \$566-1947 | DE 63.1 | $\begin{aligned} & \text { SA } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 20.5 \end{aligned}$ | 200.6 |
|  | (300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$599-819 | DE 40.8 | IT 13.8 | $\begin{aligned} & \mathrm{CH} \\ & 3.2 \end{aligned}$ | 65.3 |
| Plastics and articles thereof | (392062) Sheet/film not <br> cellular/reinf polyethylene <br> terephthal, $\$ 9-21$  | $\begin{aligned} & \text { CN } \\ & 1009.9 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 45.1 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 30.7 \end{aligned}$ | 1113.7 |
|  | (392119) Sheet etc, cellular of plastics nes, \$52-171 | US 262 | $\begin{aligned} & \text { KR } \\ & 63.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 28.4 \end{aligned}$ | 404.0 |
|  | (390230) Propylene copolymers in primary forms, \$2-3 | FR 31.2 | $\begin{aligned} & \mathrm{CN} \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 14.3 \end{aligned}$ | 136.6 |
|  | (390890) Polyamides nes, in primary forms, \$8-17 | $\begin{aligned} & C N \\ & 103.9 \end{aligned}$ | FR 6.3 | HK 3 | 120.7 |
|  | (390740) Polycarbonates, in primary forms, \$5-9 | US 46.3 | $\begin{aligned} & \mathrm{KR} \\ & 44.7 \end{aligned}$ | $\begin{aligned} & C R \\ & 5.7 \end{aligned}$ | 115.2 |
| Pulp of wood, fibrous cellulosic material, waste etc | (470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0 | $\begin{aligned} & \text { CN } \\ & 1133.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 312.5 \end{aligned}$ | FI 190 | 2724.4 |
| Iron and steel | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (722530) Hot rolled alloy-steel, coils width >600mm, nes, $\$ 0-1$ | TH 597 | $\begin{aligned} & \text { SE } \\ & 199.8 \end{aligned}$ | BE 58 | 1011.5 |
|  | (720110) Pig iron, non-alloy, <0.5\% phosphorus, \$0-1 | DE 92.8 | KR 54 | $\begin{aligned} & \text { BY } \\ & 42.7 \end{aligned}$ | 288.5 |



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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3 | $\begin{aligned} & \text { CN } \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | GB 8.7 | 80.0 |
|  | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | $\begin{aligned} & \text { SE } \\ & 17.7 \end{aligned}$ | DE 6.5 | 73.3 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | AU 2.6 | CN 1.5 | 43.5 |
|  | (030191) Trout, live, \$3-12 | $\begin{aligned} & \text { FR } \\ & 16.9 \end{aligned}$ | DE 3.7 | IE 1 | 23.6 |
| Dairy products, eggs, honey, edible animal product nes | (040630) Cheese processed, not grated or powdered, \$7-12 | $\begin{aligned} & \text { GB } \\ & 80.1 \end{aligned}$ | AE $24.7$ | $\begin{aligned} & \text { KR } \\ & 12.4 \end{aligned}$ | 161.7 |
|  | (040229) Milk and cream powder sweetened < $1.5 \%$ fat, \$7-14 | IT 16.5 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | 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 |


| Products of animal origin, nes | (050510) Feathers and down used for stuffing, \$5-49 | $\begin{aligned} & V N \\ & 72.6 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 47.7 \end{aligned}$ | CN 23 | 219.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (050510) Feathers and down used for stuffing, \$0-5 | $\begin{aligned} & \mathrm{CN} \\ & 36.8 \end{aligned}$ | ES 7.8 | HU 4.6 | 57.0 |
|  | (051110) Semen bovine, \$7620 | 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 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | GB 7.3 | 71.0 |
|  | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | CA 4.2 | 48.3 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110520) Potato flakes, granules and pellets, \$1-2 | $\begin{aligned} & \text { CA } \\ & 17.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 6.6 \end{aligned}$ | JP 5 | 79.1 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | ES 9.8 | AU 7.6 | 66.2 |
|  | (110811) Wheat, starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | 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 |


| Vegetable plaiting materials, vegetable products nes | (140110) Bamboos used primarily for plaiting, \$0-4 | $\begin{aligned} & \mathrm{IN} \\ & 17.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151930) Industrial fatty alcohols, \$0-1 | $\begin{aligned} & \text { BE } \\ & 57.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 38.4 \end{aligned}$ | 224.8 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$15-56 | $\begin{aligned} & \mathrm{KR} \\ & 28.8 \end{aligned}$ | UA 4.9 | FR 3.4 | 45.9 |
|  | (151911) Stearic acid, \$0-2 | $\begin{aligned} & \text { PL } \\ & 13.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 12.2 \end{aligned}$ | BE 5.6 | 45.0 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-3 | CZ 3.3 | $\begin{aligned} & \text { GB } \\ & 2.2 \end{aligned}$ | JP 1.3 | 15.5 |
| Meat, fish and seafood food preparations nes | (160412) Herrings, prepared or preserved, not minced, \$0-3 | RU 8.1 | $\begin{aligned} & \mathrm{RO} \\ & 7.4 \end{aligned}$ | 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 | $\begin{aligned} & \text { GB } \\ & 2.6 \end{aligned}$ | DK 2.2 | 14.4 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$16-31 | Fl . 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 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-0 | $\begin{aligned} & \text { MY } \\ & 19.3 \end{aligned}$ | $\begin{aligned} & \text { MM } \\ & 17.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.4 \end{aligned}$ | 108.5 |

## United Kingdom

## Basic statistics

| Current diversification (number of products) | 27,259 | Potential new products more complex <br> (percentage) | 95 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 215 | Export opportunity in more complex products <br> (percentage) | 51 |
| Potential new products more complex than <br> the country's average | 204 | Import replacement opportunity in more <br> 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 | 2 |
| Sum others with smaller share | 1 |
|  | 9 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 17 | Asia | 36 |
| USA | 12 | Northern Europe | 14 |
| Türkiye | 7 | Northern America | 13 |
| Finland | 5 | Eastern Europe | 13 |
| India | 5 | Western Europe | 9 |
| Czechia | 4 | Southern Europe | 6 |
| Spain | 4 | Sub-Saharan Africa | 3 |
| Hungary | 4 | South America | 3 |


| Poland | 3 |
| :--- | :--- |
| Estonia | 3 |
| Netherlands | 3 |
| Others | 19 |

## 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| Dominican Rep. | 76 | Caribbean | 76 |
| South Africa | 5 | Asia | 10 |
| Kuwait | 5 | Northern Europe | 10 |
| Singapore | 5 | Sub-Saharan Africa | 5 |
| United Kingdom | 5 |  |  |
| Finland | 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 | $\begin{aligned} & \text { US } \\ & 1.7 \end{aligned}$ | UA 0 | NO 0 | 1.7 |


|  | (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 | $\begin{aligned} & \text { SA } \\ & 17.9 \end{aligned}$ |  | 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 | $\begin{aligned} & \mathrm{NL} \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 8.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 6.1 \end{aligned}$ | 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 | $A \cup 0$ | 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 | $\begin{aligned} & \text { GB } \\ & 7.1 \end{aligned}$ | SE 3 | $\begin{aligned} & \mathrm{NO} \\ & 2.5 \end{aligned}$ | 23.4 |
|  | (440391) Logs, Oak (Quercus spp), \$0-225 | $\begin{aligned} & C Z \\ & 9.6 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 4.1 \end{aligned}$ | IT 3.2 | 19.9 |
|  | (441219) Plywood, all softwood, each ply $<6 \mathrm{~mm}$ thick, $\$ 4771+$ | DK . 9 | EG 0 | TR 0 | 0.9 |


| Manmade staple fibres | (551012) Yarn >85\% artif staple fibres, multiple,not retail, ne, \$27-30 | $\begin{aligned} & \text { FR } \\ & 11.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 31.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PL} \\ & 17.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 2.3 \end{aligned}$ | 54.3 |
|  | (720941) Cold rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}$ $>3 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \mathrm{KH} \\ & 6.6 \end{aligned}$ | $\begin{aligned} & \mathrm{DE} \\ & 4.5 \end{aligned}$ | SI 1.4 | 16.7 |
|  | (721924) Hot rolled stainless steel flat, $\mathrm{w}>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}, \$ 0-2$ | $\begin{gathered} \text { GB } \\ 1.3 \end{gathered}$ | 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 | $\begin{aligned} & \text { TR } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { BG } \\ & 5.4 \end{aligned}$ | 101.7 |
|  | (846210) Machine tools to forge, stamp, hammer or press metals, \$660342-1332756 | $\begin{aligned} & \mathrm{HU} \\ & 44.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.3 \end{aligned}$ | $\begin{aligned} & C N \\ & 4.5 \end{aligned}$ | 98.9 |
|  | (846040) Honing or lapping machines, \$259327-564229 | $\begin{aligned} & \mathrm{CN} \\ & 58.6 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 4.2 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 2.1 \end{aligned}$ | 68.5 |
|  | (848230) Bearings, spherical roller, \$258-605 | $\begin{aligned} & \text { US } \\ & 40.5 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 5.7 \end{aligned}$ | IN 5.5 | 56.9 |


|  | (847751) Pneumatic tyre moulding and retreading machinery, etc, \$1493885-2667288 | $\begin{aligned} & \text { ES } \\ & 42.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 5.3 \end{aligned}$ | PL 5 | 52.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vehicles other than railway, tramway | (870590) Special purpose motor vehicles nes, \$1312776+ | TR 7 | $\begin{aligned} & \text { VN } \\ & 4.9 \end{aligned}$ | $\begin{aligned} & B Y \\ & 2.7 \end{aligned}$ | 16.6 |
|  | (871610) Trailers for housing or camping, \$46185-51317 | $\begin{aligned} & \mathrm{NL} \\ & 2.8 \end{aligned}$ | FI 1.5 |  | 4.4 |
|  | (871130) Motorcycles, spark ignition engine of 250-500 cc, \$0-2255 | $\begin{aligned} & \text { DO } \\ & 3.2 \end{aligned}$ |  |  | 3.2 |
|  | (871110) Motorcycles, spark ignition engine of < 50 cc , \$0-359 | $\begin{aligned} & \mathrm{DO} \\ & 2.9 \end{aligned}$ |  |  | 2.9 |
| Aircraft, spacecraft, and parts thereof | (880211) Helicopters of an unladen weight < 2,000 kg, \$24238904262687 | $\begin{aligned} & \mathrm{CN} \\ & 89.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 24.9 \end{aligned}$ | $\begin{aligned} & \text { LV } \\ & 18.5 \end{aligned}$ | 164.8 |
| Arms and ammunition, parts and accessories thereof | (930100) Military weapons, other than hand guns, swords, etc, \$2775074 | EE 28 | $\begin{aligned} & \text { LT } \\ & 11.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 8.8 \end{aligned}$ | 63.3 |
|  | (930529) Parts and accessories of shotguns or rifles, nes, \$1739-2664 | Fl 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 | $\begin{aligned} & \mathrm{BM} \\ & 0 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CH} \\ & 0 \end{aligned}$ | 0.0 |
|  | (030542) Herrings, smoked, including fillets, \$16-17 | SN 0 | LC 0 | KZ 0 | 0.0 |


|  | (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 | $\begin{aligned} & \text { NO } \\ & 0 \end{aligned}$ | FR 0 | 0.0 |
| Coffee, tea, mate and spices | (091030) Turmeric (curcuma), \$210540 | SG 1 | $\begin{aligned} & \text { GB } \\ & .1 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & .1 \end{aligned}$ | 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 | $\begin{aligned} & \text { MY } \\ & 0 \end{aligned}$ | 0.0 |
|  | (121010) Hop cones, not ground, powdered or pelleted, \$57-156 | CH 0 | LA 0 | $\begin{aligned} & \text { MY } \\ & 0 \end{aligned}$ | 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, \$2746 | BW 0 | BA 0 | FI 0 | 0.0 |
| Beverages, spirits and vinegar | (220900) Vinegar and substitutes for vinegar from acetic acid, \$1-2 | $\begin{aligned} & \text { DO } \\ & 1.6 \end{aligned}$ |  |  | 1.6 |

## United Rep. of Tanzania

## Basic statistics

| Current diversification (number of products) | 4,616 | Potential new products more complex <br> (percentage) | 81 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,723 | Export opportunity in more complex products <br> (percentage) | 64 |
| Potential new products more complex than <br> the country's average | 3,003 | Import replacement opportunity in more <br> 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 | 34 |
| Sum of others with smaller share |  |

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

| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| China | 28 | Asia | 52 |
| USA | 9 | Western Europe | 16 |
| Germany | 5 | Northern America | 11 |
| France | 4 | Northern Europe | 6 |
| Netherlands | 3 | Eastern Europe | 5 |
| Thailand | 3 | Southern Europe | 5 |
| United Kingdom | 3 | South America | 3 |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Others | 22 |  |  |

## 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 product nes | 13 |
| Cereals | 12 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 10 | Asia | 40 |
| China | 9 | Western Europe | 15 |
| Germany | 5 | Northern America | 12 |
| United Kingdom | 5 | Northern Europe | 11 |
| Rep. of Korea | 5 | Southern Europe | 7 |
| France | 4 | Eastern Europe | 5 |


| 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 | $\begin{aligned} & \text { CN } \\ & 70832.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 802.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 481.3 \end{aligned}$ | 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 <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | BE 646.9 | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |


|  | (293490) Heterocyclic compounds, nes, \$0-25 | IN 298.8 | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | BE 2807 | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | BE 188.6 | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
|  | (300239) Vaccines, veterinary use, except foot and mouth, \$252-563 | NL 67.2 | $\begin{aligned} & \text { IT } \\ & 60.9 \end{aligned}$ | JP 39.2 | 410.9 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | $\begin{aligned} & \text { DE } \\ & 364.1 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 209.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 171.6 \end{aligned}$ | 1825.6 |
|  | (381800) Chemical element/compound wafers doped for electronic, $\$ 45-743$ | TH 316.9 | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 168 \end{aligned}$ | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | IN 67.9 | 736.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | TH 392.4 | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
| Plastics and articles thereof | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | IN 103 | 1100.1 |


|  | (390230) Propylene copolymers in primary forms, \$1-2 | ID 228.6 | $\begin{aligned} & \text { JP } \\ & 131.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 75.5 \end{aligned}$ | 870.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390740) Polycarbonates, in primary forms, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 579.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 38.9 \end{aligned}$ | 868.3 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | PL 106.4 | $\begin{aligned} & \text { KH } \\ & 47.2 \end{aligned}$ | IT 35.3 | 511.1 |
| Iron and steel | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-1 | KR 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width >600mm, $\mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | VN 655.6 | $\begin{aligned} & \text { JP } \\ & 268 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or non-alloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}>10 \mathrm{~mm}$, nes, \$0-0 | VN $261.3$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | TH 347.6 | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
|  | (720824) Hot rolled iron or non-alloy steel, coil,width $>600 \mathrm{~mm}, \mathrm{t}<3 \mathrm{~mm}$ thick, ne, \$0-0 | AE 106.3 | $\begin{aligned} & \mathrm{CL} \\ & 84.2 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 80.3 \end{aligned}$ | 832.3 |
| Machinery \& mech appliance etc | (841191) Parts of turbo-jet or turbopropeller engines, \$1950-4416 | ES 335.1 | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP 178.9 | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | IN 223.1 | $\begin{aligned} & \text { US } \\ & 149.1 \end{aligned}$ | PL 80.6 | 711.8 |
|  | (845710) Machining centres, for working metal, \$38624-140463 | FR 210.7 | $\begin{aligned} & R U \\ & 148.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 39.6 \end{aligned}$ | 671.1 |


|  |  | FR 109.6 | $\begin{aligned} & \text { TH } \\ & 106.7 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 63.6 \end{aligned}$ | 666.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | IN 923.9 | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 64.9 \end{aligned}$ | IN 61.5 | 712.3 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 110.9 \end{aligned}$ | ES 66 | 568.4 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$3482771594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870590) Special purpose motor vehicles nes, \$37716-130637 | FR 347.8 | $\begin{aligned} & R U \\ & 113.9 \end{aligned}$ | TH 37.5 | 937.6 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 87.5 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 68.5 \end{aligned}$ | 884.4 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534 | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |


|  | (901819) Electro-diagnostic <br> apparatus, nes, \$0-65 | CN <br> 803.6 | BR <br> 131.9 | EG <br> 64.2 | 1051.3 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | (902211) Medical X-ray apparatus, <br> \$4661-51451 | US <br> 233.5 | FR <br> 123.5 | DE <br> 101.9 | 996.0 |
|  | (900130) Contact lenses, \$0-1 | US <br> 445.7 | JP <br> 124.8 | BE 79.7 | 886.2 |
|  |  |  |  |  |  |

Potential new agri-business products with higher export opportunity and top 3 growing markets


|  | (040410) Whey, \$0-2 | $\begin{aligned} & \mathrm{IE} \\ & 58.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible vegetables and certain roots and tubers | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | DE 7.4 | IT 6.4 | 99.5 |
|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { ES } \\ & 13.9 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | DE 4.2 | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \text { PL } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
|  | (071230) Mushrooms and truffles, dried, not further prepared, \$6-37 | $\begin{aligned} & \text { TH } \\ & 39.4 \end{aligned}$ | IT 5.3 | CA 3 | 57.9 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (080920) Cherries, fresh, \$2-7 | $\begin{aligned} & H K \\ & 199.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 129.1 \end{aligned}$ | $\begin{aligned} & V N \\ & 15.3 \end{aligned}$ | 462.7 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US <br> 191.6 | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | VN 503.4 | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100810) Buckwheat, \$0-2 | FR 1.9 | ES 1.2 | KR . 9 | 6.4 |



| Meat, fish and seafood food preparations nes | (160239) Fowl, duck, goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 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 <br> < 20\% fructose, \$0-0 | $\begin{aligned} & \text { FR } \\ & 85.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 30.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 12.4 \end{aligned}$ | 195.7 |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | FI 10.7 | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | DE 5.5 | 48.3 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10 | $\begin{aligned} & \text { DK } \\ & 19.7 \end{aligned}$ | SA 5.3 | KR 4.6 | 38.9 |
|  | (170210) Lactose and lactose syrup, \$5-11 | IE 6.8 | US 3.3 | $\begin{aligned} & C N \\ & 2.6 \end{aligned}$ | 19.4 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \text { CN } \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190230) Pasta except uncooked or stuffed, \$3-7 | $\begin{aligned} & \text { US } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 14.7 \end{aligned}$ | PL 6.3 | 68.2 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | 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 |



| (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \text { TH } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
| :---: | :---: | :---: | :---: | :---: |
| (230990) Animal feed preparations nes, \$4-9 | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |

## United States Minor Outlying Islands

## Basic statistics

| Current diversification (number of products) | 503 | Potential new products more complex <br> (percentage) | 66 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,220 | Export opportunity in more complex products <br> (percentage) | 28 |
| Potential new products more complex than <br> the country's average | 2,121 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Organic chemicals | 4 |
| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 33 |
| France | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 17 |
| China | 5 | Eastern Europe | 9 |
| Thailand | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Japan | 3 | South America | 3 |
| Russian Federation | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| India | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 28 |  |  |

## 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 | 20 |
| Edible fruit, nuts, peel of citrus fruit, melons | 13 |


| 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 |
| Sum of others with smaller share | 2 |
| Products of animal origin, nes oleagic fruits, grain, seed, fruit, etc, nes | 2 |
| Sur |  |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 11 | Asia | 34 |
| Russian Federation | 9 | Western Europe | 18 |
| China | 6 | Eastern Europe | 14 |
| Germany | 6 | Northern America | 13 |


| 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 <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$326777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1 | $\begin{aligned} & \text { FR } \\ & 260.9 \end{aligned}$ | $\begin{aligned} & \text { MT } \\ & 78.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.8 \end{aligned}$ | 638.0 |
| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$70-505 | $\begin{aligned} & \mathrm{AU} \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |



|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-0 | $\begin{aligned} & \text { FR } \\ & 129.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 110 \end{aligned}$ | LK 92 | 886.1 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$01 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | coated/impregnated/covered/coloured/printed ne, \$2-9 | US $107.5$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 28.6 \end{aligned}$ | 417.5 |
| Iron and steel | (722590) Flat rolled alloy-steel, width $>600 \mathrm{~mm}$, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1 | $\begin{aligned} & \mathrm{BO} \\ & 128.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 103 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 96.8 \end{aligned}$ | 1037.5 |
|  | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0 | FR 263 | $\begin{aligned} & \text { IT } \\ & 60.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 39.7 \end{aligned}$ | 560.2 |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width $>600 \mathrm{~mm}$, t 1-3mm, nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 77.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 60.2 \end{aligned}$ | 479.5 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |



| (901420) Instruments nes for aeronautical/space <br> navigation, $\$ 1997-32976$ | FR | US | AU | 846.9 |
| :--- | :--- | :--- | :--- | :--- |

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 |  |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$3-8 | $\begin{aligned} & \mathrm{RU} \\ & 769.9 \end{aligned}$ | DE <br> 113.2 | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & \text { RU } \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
| Products of animal origin, nes | (050400) Guts, bladders and stomachs of animals except fish, \$2-12 | $\begin{aligned} & \text { CN } \\ & 193.8 \end{aligned}$ | KR 53 | $\begin{aligned} & \text { PL } \\ & 51.2 \end{aligned}$ | 453.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 7.4 \end{aligned}$ | IT 6.4 | 99.5 |
|  | (071310) Peas dried, shelled, \$0-1 | GB 13 | $\begin{aligned} & \mathrm{BR} \\ & 10.3 \end{aligned}$ | LK 9.7 | 72.5 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | $\begin{aligned} & \mathrm{PL} \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 4.3 \end{aligned}$ | 63.1 |


|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 8.2 \end{aligned}$ | PL 6.6 | 52.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | $\begin{aligned} & \text { US } \\ & 281.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 28.7 \end{aligned}$ | 579.6 |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
|  | (080520) Mandarin, clementine \& citrus hybrids, fresh or dried, \$0-1 | $\begin{aligned} & \text { RU } \\ & 83.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 79.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 12.9 \end{aligned}$ | 243.7 |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120929) Seed, forage plants, for sowing nes, \$1-7 | NL 4.6 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | PL 2.8 | 32.1 |
|  | (120810) Soya bean flour or meal, \$0-3 | $\begin{aligned} & \text { AU } \\ & 3.7 \end{aligned}$ | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | NO <br> 144.6 | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |



| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | $\begin{aligned} & \mathrm{MO} \\ & 181.1 \end{aligned}$ | $\begin{aligned} & \mathrm{VN} \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & \text { DE } \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | PL 5.6 | 145.1 |
|  | (210210) Yeasts, active, \$0-2 | $\begin{aligned} & \text { FR } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 7.4 \end{aligned}$ | 115.7 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |


| Beverages, spirits and <br> vinegar | (220720) Ethyl alcohol and other spirits, <br> denatured, \$0-0 | KR <br> 138.1 | PH <br> 134.4 | NL <br> 66.6 | 496.3 |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Uruguay

## Basic statistics

| Current diversification (number of products) | 4,207 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,000 | Export opportunity in more complex products <br> (percentage) | 50 |
| Potential new products more complex than <br> the country's average | 2,864 | Import replacement opportunity in more <br> 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 | 5 |
| Electrical, electronic equipment | 4 |
| Vehicles other than railway, tramway | 3 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Plastics and articles thereof | 3 |
| Articles of iron or steel | 32 |
| Sum of others with smaller share | 3 |
|  | 3 |

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 |


| 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 |


| 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 <br> price range | Top growing markets <br> (Uillion) |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


|  | (281512) Sodium hydroxide (caustic <br> soda) in aqueous solution, \$0-0 | FI 189.5 | JM | AE |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |




Potential new agri-business products with higher export opportunity and top 3 growing markets




|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | KR 24.5 | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & M Y \\ & 17.4 \end{aligned}$ | 88.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (180610) Cocoa powder, sweetened, \$8-17 | $\begin{aligned} & \text { GB } \\ & 14.5 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 6.2 \end{aligned}$ | $\begin{gathered} \mathrm{AU} \\ 1.8 \end{gathered}$ | 26.7 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$7-14 | HK 5.9 | AE 4.2 | SG 3 | 24.1 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$1223 | 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 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6 | $\begin{aligned} & \text { US } \\ & 10.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 1.2 \end{aligned}$ | CN . 5 | 7.4 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US $141.2$ | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |


|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7 | HK 16.4 | $\begin{aligned} & \text { US } \\ & 9.1 \end{aligned}$ | TH 7.6 | 57.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-0 | $\begin{aligned} & \text { KR } \\ & 138.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 134.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 66.6 \end{aligned}$ | 496.3 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \text { RU } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2I, \$0-2 | FR 40.1 | $\begin{aligned} & \text { RU } \\ & 32.6 \end{aligned}$ | LV 8.9 | 89.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 6.8 \end{aligned}$ | 67.1 |
| Residues, wastes of food industry, animal fodder | (230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1 | US 40 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230310) Residues of starch manufacture and similar residues, \$0-1 | $\begin{aligned} & \text { EG } \\ & 83.8 \end{aligned}$ | $\begin{aligned} & \text { CL } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 11.7 \end{aligned}$ | 143.2 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \mathrm{IN} \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Uzbekistan

## Basic statistics

| Current diversification (number of products) | 2,915 | Potential new products more complex <br> (percentage) | 74 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,176 | Export opportunity in more complex products <br> (percentage) | 48 |
| Potential new products more complex than <br> the country's average | 3,109 | Import replacement opportunity in more <br> 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 |


| 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| China | 12 | Asia | 36 |
| USA | 11 | Western Europe | 17 |
| Germany | 8 | Northern Europe | 13 |


| 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 | $\begin{aligned} & \text { KR } \\ & 1123.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 108.4 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.3 \end{aligned}$ | 1353.7 |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | $\begin{aligned} & \text { KR } \\ & 828.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 303.3 \end{aligned}$ | US 19.6 | 1179.2 |
|  | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4 | $\begin{aligned} & \text { VN } \\ & 183.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 113.6 \end{aligned}$ | 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 |



|  | (440122) Wood in chips, nonconiferous, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 273.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 238.3 \end{aligned}$ | ID 93.6 | 694.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (440130) Sawdust, wood waste or scrap, \$0-0 | IT 166.6 | $\begin{aligned} & \text { DK } \\ & 146.5 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 109.6 \end{aligned}$ | 608.4 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, $\$ 0-1$ | $\begin{aligned} & \text { KR } \\ & 571.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | JP 268 | PH 69.7 | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, \$0-0 | VN $261.3$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | LA 68.2 | 891.4 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | PH 66.1 | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity $<501$ closed by crimp/solde, \$0-2 | $\begin{aligned} & \text { NL } \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | ID 36.7 | 302.7 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |


|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and <br> mechanical appliances nes, <br> \$2729-6609   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842710) Self-propelled works trucks, electric motor, \$630518192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | CZ 85.7 | FR 81.2 | 748.0 |
|  | (842720) Self-propelled works trucks, non-electric, \$1202040163 | $\begin{aligned} & R U \\ & 204.1 \end{aligned}$ | FR 73.7 | $\begin{aligned} & \text { GB } \\ & 53.6 \end{aligned}$ | 684.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | HK 75.9 | 2481.0 |
|  | (852692) Radio remote control apparatus, \$0-11 | $\begin{aligned} & \text { US } \\ & 1157 \end{aligned}$ | BR 3.5 | AR 2.2 | 1168.6 |
|  | (854290) Parts of electronic integrated circuits etc, \$12583160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | IN 61.5 | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & \text { CN } \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | FR 92.8 | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | PH 68.5 | 884.4 |
|  | (870590) Special purpose motor vehicles nes, \$130637-270019 | $\begin{aligned} & \text { DE } \\ & 323.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 102.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 100.2 \end{aligned}$ | 810.7 |


|  | (871639) Trailers nes for the transport of goods, \$2403354458 | $\begin{aligned} & \text { GB } \\ & 148.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 137.8 \end{aligned}$ | ES 67.4 | 533.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (902111) Artificial joints, \$3461061 | US $311.2$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL <br> 146.2 | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
|  | (020329) Swine cuts, frozen nes, \$0-2 | $\begin{aligned} & \mathrm{HN} \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 51.9 \end{aligned}$ | FR 26 | 248.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | $\begin{aligned} & \text { ID } \\ & 21.7 \end{aligned}$ | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
|  | (021019) Swine meat, <br> salted/dried/smoked not <br> ham/shoulder/bell, $\$ 4-12$  | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |


| Fish, crustaceans, <br> molluscs,  <br> invertebrates nes $\quad$ aquatic | (030212) Salmon fresh or chilled, whole, \$7-12 | $\begin{aligned} & \text { FI } \\ & 263.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 69.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 67.8 \end{aligned}$ | 687.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10 | $\begin{aligned} & \text { CA } \\ & 25.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 21.2 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.6 \end{aligned}$ | 106.9 |
|  | (030541) Salmon, smoked, including fillets, \$12-22 | IT 15.7 | $\begin{aligned} & \text { GB } \\ & 12.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.9 \end{aligned}$ | 73.6 |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | $\begin{aligned} & \text { US } \\ & 36.3 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 2.6 \end{aligned}$ | $\begin{aligned} & C N \\ & 1.5 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | $\begin{aligned} & \mathrm{IE} \\ & 58.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | FI 29.2 | 336.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$27 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081110) <br> Strawberries, (uncooked steamed or boiled), frozen, \$0-1 | $\begin{aligned} & \text { FR } \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 7.4 \end{aligned}$ | PL 5.1 | 87.2 |


|  | (081120) Rasp-, mul-berries, etc (uncooked, steam, boil),froze, \$14 | BA 3.9 | BE 3.2 | FI 2.9 | 24.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & \text { VN } \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-0 | $\begin{aligned} & \text { CN } \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 104.1 \end{aligned}$ | 771.1 |
|  | (100510) Maize (corn) seed, \$2-6 | $\begin{aligned} & \mathrm{HU} \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 21.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 20.2 \end{aligned}$ | 244.7 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$0-8 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (121490) Other fodder and forage products, roots, etc., \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 49.2 \end{aligned}$ | 308.5 |
|  | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 11.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.1 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 2.3 \end{aligned}$ | CA 1.6 | 20.5 |
| Animal,vegetable fats and oils, cleavage products, etc | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \text { CN } \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (150990) Olive oil, fractions, refined, not chemically modifie, \$0-2 | IT 75.8 | $\begin{aligned} & \text { PT } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 33.8 \end{aligned}$ | 242.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | US $108.6$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |


|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | $\begin{aligned} & \text { LK } \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 19.1 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 15.4 \end{aligned}$ | 113.8 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | IE 39.7 | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160249) Swine meat or offal nes, prepared, preserved, not live, \$3-8 | US 33 | $\begin{aligned} & \text { GB } \\ & 25.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.1 \end{aligned}$ | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
| $\begin{aligned} & \text { Cocoa and cocoa } \\ & \text { preparations } \end{aligned}$ | (180310) Cocoa paste not defatted, \$3-5 | $\begin{aligned} & \text { RU } \\ & 135.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 58.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.5 \end{aligned}$ | 568.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23 | $\begin{aligned} & \text { KR } \\ & 24.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 18.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 17.4 \end{aligned}$ | 88.7 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$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 | $\begin{aligned} & C N \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | DE 7.1 | 58.7 |


|  | (190510) Crispbread, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \mathrm{AU} \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$13 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7 | $\begin{aligned} & \mathrm{HK} \\ & 16.4 \end{aligned}$ | US 9.1 | TH 7.6 | 57.1 |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 5.5 \end{aligned}$ | CL 4.3 | 54.8 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1 | $\begin{aligned} & \text { RU } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 30.9 \end{aligned}$ | $\begin{aligned} & \text { BW } \\ & 13.7 \end{aligned}$ | 133.4 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 21, \$2-6 | $\begin{aligned} & \text { US } \\ & 17.7 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 12.4 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{TH} \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, $\$ 4-9$ | $\begin{aligned} & \text { ES } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & S A \\ & 18.2 \end{aligned}$ | 145.3 |

$\left.\left.\begin{array}{|l|l|l|l|l|l|l|}\hline & \begin{array}{l}\text { (230310) } \\ \text { manufacture and similar residues, }\end{array} & \begin{array}{l}\text { RG } \\ \$ 0-1\end{array} & 83.8\end{array}\right) \begin{array}{l}\text { CL } \\ 12.1\end{array}\right)$

## Vanuatu

## Basic statistics

| Current diversification (number of products) | 435 | Potential new products more complex <br> (percentage) | 64 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,956 | Export opportunity in more complex products <br> (percentage) | 24 |
| Potential new products more complex than <br> the country's average | 1,894 | Import replacement opportunity in more <br> 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 | 3 |
| Sum of others with smaller share | 2 |
|  | 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 |


| Animal,vegetable fats and oils, cleavage products, etc | 10 |
| :--- | :--- | :--- |
| Miscellaneous edible preparations | 8 |
| Dairy products, eggs, honey, edible animal product 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, oleagic 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 |


| 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 <br> 671.9 | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & D E \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |
|  | (292910) Isocyanates, \$1-5 | $\begin{aligned} & \text { IT } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 134.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 65.8 \end{aligned}$ | 528.2 |
|  | (294190) Antibiotics nes, in bulk, \$62-401 | $\begin{aligned} & \mathrm{IN} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 42.9 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 36.2 \end{aligned}$ | 443.9 |
|  | (292249) Amino-acids nes, esters, salts thereof, \$0-3 | $\begin{aligned} & \text { US } \\ & 107.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 45.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 33.7 \end{aligned}$ | 295.5 |
| Miscellaneous chemical products | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 164 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |


|  | (380820) Fungicides, packaged for retail sale, \$5-17 | $\begin{aligned} & \text { GB } \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 44.8 \end{aligned}$ | 415.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (380840) Disinfectants, packaged for retail sale, \$2-8 | $\begin{aligned} & \text { CA } \\ & 96.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22 \end{aligned}$ | 335.7 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 103 \end{aligned}$ | 1100.1 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & D E \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | (481190) <br> Paper, coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \text { RO } \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles apparel, accessories, knit or crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |


|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \text { RU } \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-1$ | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
|  | (722540) Hot rolled alloy-steel, not in coil width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | $\begin{aligned} & \mathrm{KR} \\ & 47.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 44.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 40.9 \end{aligned}$ | 320.9 |
|  | (721012) Flat rolled iron or non-alloy steel, coated with tin, w >600mm, $\mathrm{t}<0.5 \mathrm{~m}, \$ 0-1$ | $\begin{aligned} & \text { PH } \\ & 43.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 26.4 \end{aligned}$ | $\begin{aligned} & \text { ZA } \\ & 19.6 \end{aligned}$ | 268.6 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-0 | $\begin{aligned} & \text { FR } \\ & 301.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 37.8 \end{aligned}$ | $\begin{aligned} & \mathrm{MM} \\ & 18.6 \end{aligned}$ | 490.0 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \text { NO } \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Machinery \& mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 433 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |


|  | (842951) Front end shovel loaders, \$2736672431 | $\begin{aligned} & \text { FR } \\ & 443.6 \end{aligned}$ | $\begin{aligned} & R U \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 207.4 \end{aligned}$ | 1552.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | US 839 | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE <br> 171.9 | IT <br> 148.4 | 1135.4 |
|  | (841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594 | $\begin{aligned} & \text { FR } \\ & 439.5 \end{aligned}$ | PL 54 | $\begin{aligned} & \mathrm{AU} \\ & 31.4 \end{aligned}$ | 905.4 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | $\begin{aligned} & \text { US } \\ & 1677.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850910) Domestic vacuum cleaners, \$65-158 | $\begin{aligned} & \text { FR } \\ & 592.1 \end{aligned}$ | $\begin{aligned} & R U \\ & 177.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 92.7 \end{aligned}$ | 1322.0 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US <br> 375.4 | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (851679) Electro-thermic appliances, domestic, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 476.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 56.6 \end{aligned}$ | 904.5 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | NL $146.2$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |
|  | (901910) Massage and psychological aptitudetest apparatus, \$14-70 | $\begin{aligned} & \text { US } \\ & 370.9 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 20.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { TH } \\ & 80.1 \end{aligned}$ | PH 42 | $\begin{aligned} & \text { JP } \\ & 36.2 \end{aligned}$ | 290.0 |
|  | (030739) Mussels, frozen, dried, salted or in brine, \$3-8 | $\begin{aligned} & \text { US } \\ & 5.3 \end{aligned}$ | AE . 7 | $\begin{aligned} & \text { CA } \\ & .4 \end{aligned}$ | 9.0 |
| Dairy products, eggs, honey, edible animal product nes | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040299) Milk and cream nes sweetened or concentrated, \$1-3 | $\begin{aligned} & \text { RU } \\ & 67.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 48.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 28.7 \end{aligned}$ | 232.1 |
|  | (040120) Milk not concentrated nor sweetened 1-6\% fat, \$0-0 | $\begin{aligned} & \mathrm{PH} \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 47.6 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 14.6 \end{aligned}$ | 199.4 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 7.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 6.4 \end{aligned}$ | 99.5 |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | $\begin{aligned} & \text { DE } \\ & 4.2 \end{aligned}$ | 64.1 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | $\begin{aligned} & \text { DE } \\ & 8.9 \end{aligned}$ | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 30.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$1-4 | US $281.9$ | $\begin{aligned} & \text { DE } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 28.7 \end{aligned}$ | 579.6 |


|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | $\begin{aligned} & \text { US } \\ & 276 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (080410) Dates, fresh or dried, \$1-6 | AE <br> 317.2 | $\begin{aligned} & \mathrm{NL} \\ & 22.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 20.5 \end{aligned}$ | 406.2 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US $191.6$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Milling products, malt, starches, inulin, wheat gluten | (110412) Oats, rolled or flaked grains, \$0-2 | US $111.6$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 8.3 \end{aligned}$ | 170.3 |
|  | (110812) Maize (corn) starch, \$0-1 | $\begin{aligned} & \text { DE } \\ & 9.7 \end{aligned}$ | BE 6.1 | $\begin{aligned} & \mathrm{NL} \\ & 5.3 \end{aligned}$ | 56.1 |
|  | (110630) Flour, meal, powder of fruit/nut, citrus or melon pee, \$3-13 | CA 13 | $\begin{aligned} & \text { DE } \\ & 7.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 3.9 \end{aligned}$ | 48.2 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120100) Soya beans, \$0-2 | IN 96 | $\begin{aligned} & \text { NP } \\ & 71.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 43.4 \end{aligned}$ | 320.4 |
|  | (120810) Soya bean flour or meal, \$0-3 | $\begin{aligned} & \mathrm{AU} \\ & 3.7 \end{aligned}$ | SE 2.8 | $\begin{aligned} & \text { CA } \\ & 1.5 \end{aligned}$ | 16.9 |
| Animal, vegetable fats and oils, cleavage products, etc | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0 | $\begin{aligned} & \text { MY } \\ & 283.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 195.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 65.9 \end{aligned}$ | 558.0 |
|  | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | AF $23.2$ | 258.6 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | $\begin{aligned} & \text { IE } \\ & 36.4 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |



|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 10.3 \end{aligned}$ | 203.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | $\begin{aligned} & \text { AE } \\ & 12.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 9.4 \end{aligned}$ | 79.0 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2 | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 5.1 \end{aligned}$ | 282.1 |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
|  | (200919) Orange juice, not fermented, spirited, or frozen, \$0-2 | $\begin{aligned} & \mathrm{PL} \\ & 69.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 26.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 15.7 \end{aligned}$ | 156.8 |
|  | (200490) Vegetables nes and mixtures, prepared, frozen, \$1-4 | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 14.8 \end{aligned}$ | 136.9 |
| Miscellaneous edible preparations | (210610) Protein concentrates and textured protein substances, \$2-13 | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210500) Ice cream and other edible ice, \$2-5 | $\begin{aligned} & C Z \\ & 23.4 \end{aligned}$ | GR 18 | $\begin{aligned} & \mathrm{CN} \\ & 14.8 \end{aligned}$ | 176.4 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 6.5 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 5.6 \end{aligned}$ | 145.1 |
|  | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CL} \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | $\begin{aligned} & \text { AE } \\ & 91.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 390.9 |

## Venezuela

## Basic statistics

| Current diversification (number of products) | 2,953 | Potential new products more complex <br> (percentage) | 78 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,968 | Export opportunity in more complex products <br> (percentage) | 53 |
| Potential new products more complex than <br> the country's average | 3,090 | Import replacement opportunity in more <br> 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 | 31 |
| Sum of others with smaller share | 3 |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 12 | Asia | 36 |
| China | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 14 |
| France | 6 | Eastern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| United Kingdom | 4 | Northern Europe | 7 |
| Spain | 3 | South America | 3 |
| Netherlands | 3 |  |  |
| Japan | 3 |  |  |
| Italy | 3 |  |  |
| India | 3 |  |  |
| Belgium | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 29 |  |  |

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 product 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, oleagic 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 |
| Russian Federation | 3 |
| Others | 24 |
|  | 3 |

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 <br> 1116.6 | $\begin{aligned} & \mathrm{CH} \\ & 393.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 379.9 \end{aligned}$ | 2026.2 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$25354 | $\begin{aligned} & \text { US } \\ & 671.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 265 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | FR 131 | 896.3 |
|  | (293390) Heterocyclic compounds with N -hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | NL 86.8 | 811.0 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | VN $136.5$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$5051158 | US <br> 844.6 | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 321.4 \end{aligned}$ | 2570.1 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & R U \\ & 81.3 \end{aligned}$ | VN 40.9 | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | FR 84.8 | 578.7 |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | PH 76.1 | 846.8 |



|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 133.5 \end{aligned}$ | 1065.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (731021) Cans, iron/steel, capacity <br> <501 closed by crimp/solde, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 112.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 108.1 \end{aligned}$ | BE 18 | 308.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$5822464 | US <br> 1239.3 | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
|  | (841191) Parts of turbo-jet or turbopropeller engines, $\$ 1950-4416$ | $\begin{aligned} & \text { ES } \\ & 335.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 231.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 142.9 \end{aligned}$ | 1287.3 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |
|  | (847989) Machines and mechanical appliances nes, \$27296609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 171.9 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & \text { RU } \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | FR 43.4 | 848.3 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | MY $301.3$ | HK 75.9 | 2481.0 |
|  | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | $\begin{aligned} & \text { IN } \\ & 923.9 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 172.1 \end{aligned}$ | FR 16.5 | 1148.8 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |


|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (850910) Domestic vacuum cleaners, \$0-65 | $\begin{aligned} & \text { DE } \\ & 139.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 110.9 \end{aligned}$ | ES 66 | 568.4 |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594 | $\begin{aligned} & C N \\ & 2503.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2123 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 1078.3 \end{aligned}$ | 9187.7 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | US <br> 1178.2 | AT $429.4$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870423) Diesel powered trucks weighing > 20 tonnes, \$3358486409 | $\begin{aligned} & \text { RU } \\ & 957.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 249 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 137.8 \end{aligned}$ | 2148.8 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | $\begin{aligned} & \text { ES } \\ & 418.7 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 159.9 \end{aligned}$ | AT <br> 115.5 | 1368.0 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | TH 61.5 | 1964.2 |
|  | (901390) Parts and accessories of optical appliances nes, \$683-1534 | CN <br> 1211.5 | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (901819) Electro-diagnostic apparatus, nes, $\$ 0-65$ | $\begin{aligned} & C N \\ & 803.6 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 131.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 64.2 \end{aligned}$ | 1051.3 |
|  | (900130) Contact lenses, \$0-1 | $\begin{aligned} & \text { US } \\ & 445.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 124.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { CN } \\ & 2807.3 \end{aligned}$ | AU <br> 158.6 | $\begin{aligned} & \text { CL } \\ & 142.5 \end{aligned}$ | 3594.4 |
|  | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020721) Fowls, domestic, whole, frozen, \$1-2 | $\begin{aligned} & \text { EG } \\ & 95.7 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 13.3 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 12.4 \end{aligned}$ | 211.7 |
|  | (020629) Bovine edible offal, frozen except livers and tongues, \$1-3 | ID 21.7 | TH 13 | $\begin{aligned} & C N \\ & 9.2 \end{aligned}$ | 93.6 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < $1.5 \%$ fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
| Edible vegetables and certain roots and tubers | (070410) Cauliflowers and headed broccoli, fresh or chilled, \$1-2 | $\begin{aligned} & \text { US } \\ & 30.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 13.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 9.6 \end{aligned}$ | 117.6 |
|  | (070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4 | $\begin{aligned} & \text { CA } \\ & 33.1 \end{aligned}$ | DE 7.4 | IT 6.4 | 99.5 |


|  | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 7.3 \end{aligned}$ | 71.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (071090) Frozen vegetable mixtures, uncooked, boiled or steame, \$1-2 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | NL 5.4 | DE 4.2 | 64.1 |
|  | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | PL 21.3 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | US 4.3 | 63.1 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | NL $172.7$ | $\begin{aligned} & \mathrm{AE} \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \mathrm{HK} \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4- $12$ | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |
|  | (081010) Strawberries, fresh, \$2-7 | US $293.1$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | $\begin{aligned} & \text { US } \\ & 191.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| Cereals | (100190) Wheat except durum wheat, and meslin, \$0-0 | $\begin{aligned} & V N \\ & 503.4 \end{aligned}$ | $\begin{aligned} & \text { LK } \\ & 298.6 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 152.2 \end{aligned}$ | 2310.3 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \mathrm{JO} \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & \mathrm{CN} \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120500) Rape or colza seeds, \$08 | $\begin{aligned} & \text { DE } \\ & 741.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 42.4 \end{aligned}$ | 1102.2 |
|  | (120600) Sunflower seeds, \$0-4 | AE 33.2 | $\begin{aligned} & \text { EG } \\ & 28.6 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 13.2 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{CN} \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 1.6 \end{aligned}$ | 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 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | AT 32 | 384.2 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | $\begin{aligned} & \text { JP } \\ & 107.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 31.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 26.2 \end{aligned}$ | 223.8 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$410 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160413) Sardine, brisling, sprat prepared/preserved, not mince, \$26 | JP 23.1 | $\begin{aligned} & \text { AO } \\ & 8.5 \end{aligned}$ | NL 5.6 | 99.9 |
|  | (160210) Homogenized preparations of meat and meat offal, $\$ 2-8$ | SA 39.7 | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$10-21 | $\begin{aligned} & \mathrm{CN} \\ & 657.8 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 73.3 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 68.9 \end{aligned}$ | 898.6 |



| Beverages, spirits and vinegar | (220710) Undenatured ethyl alcohol > 80\% by volume, \$0-1 | $\begin{aligned} & \text { DE } \\ & 407.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 375 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 336.6 \end{aligned}$ | 1714.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (220820) Spirits obtained by distilling grape wine, grape marc, \$0-7 | $\begin{aligned} & \text { RU } \\ & 284.9 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 72.9 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 23.9 \end{aligned}$ | 432.9 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 | $\begin{aligned} & \text { KR } \\ & 637.7 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 357.8 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 337.5 \end{aligned}$ | 2222.2 |
|  | (230120) Flour or meal, pellet, fish, etc, for animal feed, \$1-1 | US 40 | $\begin{aligned} & \text { KR } \\ & 39.9 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 39.4 \end{aligned}$ | 279.7 |
|  | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | $\begin{aligned} & \mathrm{TH} \\ & 107.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 37.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.5 \end{aligned}$ | 233.8 |
|  | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
| Tobacco and <br> manufactured tobacco <br> substitutes  | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51173 | $\begin{aligned} & \text { US } \\ & 1071.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Viet Nam

## Basic statistics

| Current diversification (number of products) | 14,158 | Potential new products more complex <br> (percentage) | 87 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,195 | Export opportunity in more complex products <br> (percentage) | 43 |
| Potential new products more complex than <br> the country's average | 1,037 | Import replacement opportunity in more <br> 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 | 21 |
| Sum of others with smaller share | 3 |
|  |  |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 12 | Asia | 32 |
| China | 10 | Western Europe | 24 |
| Germany | 8 | Northern America | 14 |
| United Kingdom | 5 | Northern Europe | 10 |
| France | 5 | Eastern Europe | 7 |
| Thailand | 4 | Southern Europe | 7 |
| Japan | 4 | South America | 3 |
| Italy | 4 |  |  |
| Russian Federation | 3 |  |  |
| Belgium | 3 |  |  |
| Netherlands | 3 |  |  |
| Switzerland | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Others | 24 |  |  |

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 product nes | 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 nes | 2 |
| 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 | 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
By regions

| Country | Percent |
| :--- | :--- |
| China | 24 |
| Japan | 11 |
| Germany | 10 |
| Italy | 5 |
| Austria | 5 |
| United Kingdom | 4 |
| Netherlands | 4 |
| USA | 3 |
| Romania | 3 |
| Others | 15 |


| 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 <br> price range | Top growing markets (USD <br> million) | Export <br> opportunity <br> (USD million) |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | \#1 | $\# 2$ | \#3 |  |  |
| Meat and edible meat <br> offal | (020319) Swine cuts, fresh or <br> chilled, nes, \$2-4 | AT <br> 213.7 | JP <br> 129.5 | RO <br> 110.1 | 1216.6 |
|  | (020322) <br> Cuts, of swine, bone in, frozen, $\$ 1-$ <br> 3 | 412.3 | NL 10.5 | MO 6.5 | 477.7 |
|  |  |  |  |  |  |


|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | AT 64.3 | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020710) Poultry, domestic, whole, fresh or chilled, \$1-5 | $\begin{aligned} & \text { HK } \\ & 24.3 \end{aligned}$ | GB 23 | ES 16.1 | 120.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | NL 29.2 | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | GB 8.7 | 80.0 |
| Inorganic chemicals,precious metalcompound, isotopes | (280429) Rare gases other than argon, \$0-12 | CN 158 | $\begin{aligned} & \text { JP } \\ & 115.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 103.4 \end{aligned}$ | 687.1 |
|  | (282520) Lithium oxide and hydroxide, \$12-38 | $\begin{aligned} & \text { JP } \\ & 402.5 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 161.6 \end{aligned}$ | ES 3.5 | 581.8 |
|  | (283691) Lithium carbonates, \$1127 | $\begin{aligned} & \text { KR } \\ & 376.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 57.9 \end{aligned}$ | DE 20.4 | 467.7 |
|  | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | $\begin{aligned} & \text { DE } \\ & 74.9 \end{aligned}$ | FR 74.2 | 271.8 |
|  | (281820) Aluminium oxide, except artificial corundum, \$0-7 | $\begin{aligned} & \text { US } \\ & 59.4 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 53.3 \end{aligned}$ | IT 35 | 254.2 |
| Organic chemicals | (290121) Ethylene, \$0-6 | $\begin{aligned} & \mathrm{BE} \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | DE 59.9 | 969.3 |
|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \text { BE } \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | SA 56.2 | 706.8 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660 | IE $383.8$ | $\begin{aligned} & \text { SI } \\ & 116.7 \end{aligned}$ | DE 64.2 | 699.9 |
|  | (293339) Heterocyclic compounds with unfused pyridine ring,nes, \$354-848 | $\begin{aligned} & \text { IT } \\ & 305.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 236.5 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 111.6 \end{aligned}$ | 696.0 |


| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$5051158 | US <br> 844.6 | $\begin{aligned} & \text { IT } \\ & 451.6 \end{aligned}$ | DE <br> 321.4 | 2570.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300290) Blood, toxins, cultures, medical use, nes, \$1702-2452 | $\begin{aligned} & R U \\ & 606.7 \end{aligned}$ | $\begin{aligned} & \text { GR } \\ & 305.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 270.6 \end{aligned}$ | 2090.5 |
|  | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | $\begin{aligned} & \mathrm{CH} \\ & 482.5 \end{aligned}$ | FR 91.6 | 1590.4 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & \mathrm{CN} \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300432) Adrenal cortical hormones, in dosage, \$219-467 | $\begin{aligned} & \text { FR } \\ & 325.8 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 70.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.9 \end{aligned}$ | 693.9 |
| Iron and steel | (721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2 | $\begin{aligned} & \text { FR } \\ & 186.5 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 142.9 \end{aligned}$ | TR 34.9 | 447.2 |
|  | (722490) Semi-finished products of alloy steel except stainles, \$0-1 | $\begin{aligned} & \text { US } \\ & 312.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 23.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 18.9 \end{aligned}$ | 384.9 |
|  | (720441) Waste from the mechanical working of iron or steel ne, \$0-0 | $\begin{aligned} & \text { IT } \\ & 213.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 114.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 17.2 \end{aligned}$ | 373.9 |
|  | (722540) Hot rolled alloy-steel, not in coil width $>600 \mathrm{~mm}$, nes, $\$ 0-2$ | KR 47.3 | $\begin{aligned} & \text { VN } \\ & 44.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 40.9 \end{aligned}$ | 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 , \$277002143688 | $\begin{aligned} & \text { CA } \\ & 195.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 96.3 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 78.4 \end{aligned}$ | 725.2 |
|  | (842710) Self-propelled works trucks, electric motor, \$1819236024 | $\begin{aligned} & \text { GB } \\ & 243.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 68.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 43.8 \end{aligned}$ | 490.9 |
|  | (843410) Milking machines, \$67351879 | DE 109 | $\begin{aligned} & \text { FR } \\ & 68.7 \end{aligned}$ | NL 30.2 | 374.1 |



|  | (902211) Medical X-ray apparatus, \$51451-121637 | $\begin{aligned} & R U \\ & 136.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 114.7 \end{aligned}$ | BR 88 | 680.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (902720) Chromatographs, <br> electrophoresis  <br> instruments,  <br> \$5199-18958  | $\begin{aligned} & \text { SG } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 49.4 \end{aligned}$ | NL 10.4 | 203.4 |
|  | (900661) Photographic discharge lamp flashlight apparatus, \$0-113 | $\begin{aligned} & \mathrm{CN} \\ & 153.8 \end{aligned}$ | DE 6.7 | CA 3 | 173.7 |
|  | (902830) Electricity supply, production and calibrating meters, \$521-1630 | $\begin{aligned} & \text { IT } \\ & 154.9 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 2.8 \end{aligned}$ | CN 2.5 | 167.9 |
| Arms and ammunition, parts and accessories thereof | (930690) Munitions of war, ammunition/projectiles and parts, \$12-71 | $\begin{aligned} & \text { TH } \\ & 2113.9 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 55.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 44.4 \end{aligned}$ | 2419.3 |
|  | (930630) Cartridges nes, parts thereof, \$17-52 | DE 24.1 | $\begin{aligned} & \text { LV } \\ & 11.3 \end{aligned}$ | NZ 3.9 | 75.8 |
|  | (930621) Cartridges, shotgun, \$524 | NE 22 | $\begin{aligned} & N P \\ & 4.5 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 4.6 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Live animals | (010391) Swine, live except pure-bred breeding < 50 kg , \$62-82 | $\begin{aligned} & \text { DE } \\ & 405.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 93.9 \end{aligned}$ | ES 74 | 656.5 |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |


|  | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 412.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 10.5 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 6.5 \end{aligned}$ | 477.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | $\begin{aligned} & \text { AT } \\ & 64.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 57.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020710) Poultry, domestic, whole, fresh or chilled, \$1-5 | $\begin{aligned} & \mathrm{HK} \\ & 24.3 \end{aligned}$ | GB 23 | $\begin{aligned} & \text { ES } \\ & 16.1 \end{aligned}$ | 120.6 |
|  | (020312) Swine hams, shoulders \& cuts bone in, fresh or chille, \$0-2 | $\begin{aligned} & \mathrm{NL} \\ & 29.2 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 20.8 \end{aligned}$ | GB 8.7 | 80.0 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10 | $\begin{aligned} & \text { KZ } \\ & 27.7 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 26.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.4 \end{aligned}$ | 109.8 |
| Dairy products, eggs, honey, edible animal product nes | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
|  | (040490) Natural milk products nes, \$1-5 | IT 56.7 | $\begin{aligned} & \text { EG } \\ & 15.6 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 14.3 \end{aligned}$ | 207.9 |
|  | (040620) Cheese, grated or powdered, of all kinds, \$4-8 | $\begin{aligned} & \text { GB } \\ & 41.4 \end{aligned}$ | $\begin{aligned} & \text { GT } \\ & 22.9 \end{aligned}$ | $\begin{aligned} & \mathrm{HN} \\ & 12.6 \end{aligned}$ | 165.8 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$6-10 | $\begin{aligned} & \text { AE } \\ & 11.5 \end{aligned}$ | NZ 7.3 | US 6.4 | 51.0 |
|  | (040229) Milk and cream powder sweetened < $1.5 \%$ fat, \$7-14 | IT 16.5 | $\begin{aligned} & \mathrm{CN} \\ & 3.9 \end{aligned}$ | AU 3.1 | 33.4 |
| Edible vegetables and certain roots and tubers | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | $\begin{aligned} & \text { GB } \\ & 10.2 \end{aligned}$ | US 6.3 | CN 4.7 | 44.6 |
| Cereals | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100200) Rye, \$0-1 | $\begin{aligned} & \text { US } \\ & 75.3 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NL} \\ & 49.3 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110811) Wheat, starch, \$0-0 | $\begin{aligned} & \mathrm{NL} \\ & 19.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 11.5 \end{aligned}$ | DE 8.5 | 58.6 |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (120925) Seed, rye grass, for sowing, \$1-2 | $\begin{aligned} & \text { DE } \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 11.5 \end{aligned}$ | GB 3.1 | 53.6 |
|  | (120921) Seed, lucerne (alfalfa), for sowing, \$3-6 | $\begin{aligned} & \text { SA } \\ & 33.1 \end{aligned}$ | DE 3.4 | IT 3.2 | 50.3 |
|  | (120791) Poppy seeds, \$0-3 | $\begin{aligned} & \text { AT } \\ & 13.6 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |
|  | (151530) Castor oil or fractions not chemically modified, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 11.1 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 2.5 \end{aligned}$ | ZA . 8 | 16.4 |
|  | (150100) Lard, other pig fat and poultry fat, rendered, \$0-3 | CZ 3.3 | $\begin{aligned} & \text { GB } \\ & 2.2 \end{aligned}$ | JP 1.3 | 15.5 |
| Meat, fish and seafood food preparations nes | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | 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 |



## Wallis and Futuna Isds

## Basic statistics

| Current diversification (number of products) | 102 | Potential new products more complex <br> (percentage) | 66 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 1,941 | Export opportunity in more complex products <br> (percentage) | 25 |
| Potential new products more complex than <br> the country's average | 1,279 | Import replacement opportunity in more <br> 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 | 6 |
| Pharmaceutical products | 5 |
| Articles of apparel, accessories, knit or crochet | 4 |
| 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 |
| Aluminium and articles thereof | 3 |
| Sum of others with smaller share | 2 |
|  | 42 |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 18 | Asia | 29 |
| France | 9 | Western Europe | 23 |
| China | 5 | Northern America | 20 |
| Germany | 5 | Eastern Europe | 9 |
| United Kingdom | 5 | Southern Europe | 7 |
| Italy | 3 | Northern Europe | 7 |
| Belgium | 3 |  |  |
| Russian Federation | 3 |  |  |
| Japan | 3 |  |  |
| Netherlands | 3 |  |  |
| Thailand | 3 |  |  |
| Others | 26 |  |  |

## 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 |


| Cocoa and cocoa preparations | 11 |
| :--- | :--- | :--- |
| Dairy products, eggs, honey, edible animal product nes | 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, oleagic 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 | 2 |
| Sum others with smaller share | 1 |
|  | 2 |

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

By countries

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 30 |
| United Kingdom | 8 | Western Europe | 21 |
| Russian Federation | 8 | Northern America | 15 |
| France | 6 | Eastern Europe | 12 |


| 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
$\left.\begin{array}{|l|l|l|l|l|l|l|}\hline \text { Product category } & \text { (HS code) Product description, unit price range } & \begin{array}{l}\text { Top } \\ \text { (USD million) }\end{array} & \text { markets } & \begin{array}{l}\text { Export } \\ \text { opportunity } \\ \text { (USD }\end{array} \\ \text { million) }\end{array}\right]$

|  | (390210) Polypropylene in primary forms, \$0-1 | $\begin{aligned} & \text { EG } \\ & 323.9 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 309.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 224.9 \end{aligned}$ | 1715.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \text { CN } \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US $1748.1$ | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | DE $221.2$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40-150 g/m2, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  |  | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (480300) Paper, household, sanitary, width > 36 centimetres, \$1-4 | $\begin{aligned} & \text { KE } \\ & 38.3 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 35.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.8 \end{aligned}$ | 345.4 |
|  | (480560) Paper, weighing $150 \mathrm{~g} / \mathrm{m} 2$ or less, uncoated, nes, \$0-1 | $\begin{aligned} & \text { PH } \\ & 39.2 \end{aligned}$ | $\begin{aligned} & \text { NZ } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 29.3 \end{aligned}$ | 333.7 |
| Articles of apparel, accessories, knit or crochet | (611593) Hosiery nes, synthetic fibres, knit, \$16-47 | US $1437.8$ | $\begin{aligned} & \text { GB } \\ & 15.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 14.3 \end{aligned}$ | 1525.8 |
|  | (611120) Babies garments, accessories of cotton, knit, \$0-20 | PL 105 | $\begin{aligned} & \text { GB } \\ & 76.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 60.9 \end{aligned}$ | 513.2 |
|  | (611592) Hosiery nes, of cotton, knit, \$0-14 | $\begin{aligned} & \text { FR } \\ & 83.5 \end{aligned}$ | DE 81 | $\begin{aligned} & \text { ES } \\ & 56.9 \end{aligned}$ | 511.0 |
|  | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 48.7 \end{aligned}$ | 412.8 |


|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | JP <br> 207.4 | $\begin{aligned} & \text { US } \\ & 80.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of apparel, accessories, not knit or crochet | (620293) Womens, girls anoraks etc of manmade fibres, not knit, \$0-19 | US $270.8$ | $\begin{aligned} & \mathrm{RU} \\ & 69.8 \end{aligned}$ | $\begin{aligned} & \text { UA } \\ & 19.1 \end{aligned}$ | 418.4 |
|  | (620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25 | $\begin{aligned} & \text { RU } \\ & 222.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 37.7 \end{aligned}$ | 384.0 |
|  | (620469) Womens, girls trousers, shorts, material nes, not kni, \$0-9 | $\begin{aligned} & \text { DE } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 40.3 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 36.8 \end{aligned}$ | 330.7 |
|  | (620292) Womens, girls anoraks etc of cotton, not knit, \$14-51 | $\begin{aligned} & \text { FR } \\ & 76.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 46.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 42.1 \end{aligned}$ | 316.7 |
|  | (620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58 | FR 81 | $\begin{aligned} & \text { US } \\ & 66.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 61.6 \end{aligned}$ | 316.1 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | $\begin{aligned} & \text { US } \\ & 266 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (730840) Props etc for scaffold, shuttering, pits, iron/steel, \$1-3 | $\begin{aligned} & \text { MW } \\ & 80.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 59.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 49.1 \end{aligned}$ | 559.5 |
|  | (731210) Stranded steel wire/cable/etc, no electric insulation, \$0-2 | VN $156.5$ | $\begin{aligned} & \text { FR } \\ & 90.8 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 33.6 \end{aligned}$ | 490.9 |
|  | (732599) Cast articles of iron or steel, nes, \$222 | $\begin{aligned} & \text { US } \\ & 179.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 61.8 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 40.5 \end{aligned}$ | 473.3 |
|  | (730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
| Aluminium and articles thereof | (760612) Aluminium alloy rectangular plate/sheet/strip,t >0.2m, \$3-6 | US $360.3$ | $\begin{aligned} & \mathrm{CH} \\ & 110.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 64.6 \end{aligned}$ | 871.8 |
|  | (760429) Bars, rods and other profiles, aluminium alloyed, \$0-3 | $\begin{aligned} & \text { DE } \\ & 406.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 61.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 53.4 \end{aligned}$ | 811.0 |
|  | (761090) Aluminium structures and parts nes, for construction, \$5-16 | ID 166 | $\begin{aligned} & \text { GB } \\ & 53.2 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 48.2 \end{aligned}$ | 689.4 |


|  | (761290) Aluminium casks, drums, boxes etc, capacity <300 litr, \$0-5 | $\begin{aligned} & \text { FR } \\ & 140.1 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 81.6 \end{aligned}$ | $\begin{aligned} & C Z \\ & 36.5 \end{aligned}$ | 477.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (761290) Aluminium casks, drums, boxes etc, capacity <300 litr, \$5-21 | GB 68 | $\begin{aligned} & \text { AT } \\ & 45.6 \end{aligned}$ | US $34.3$ | 407.1 |
| Machinery mech appliance etc | (840820) Engines, diesel, for motor vehicles, \$771-6587 | $\begin{aligned} & \mathrm{BE} \\ & 701.9 \end{aligned}$ | AT 433 | $\begin{aligned} & \text { PT } \\ & 416.2 \end{aligned}$ | 3241.6 |
|  | (847990) Parts of machines and mechanical appliances nes, \$101-223 | $\begin{aligned} & \text { CN } \\ & 1325.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 357.6 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 124.7 \end{aligned}$ | 2293.1 |
|  | (841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56 | $\begin{aligned} & \text { US } \\ & 839 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 96.1 \end{aligned}$ | 1522.1 |
|  | (841290) Parts of hydraulic/pneumatic/other power engines, \$0-17 | $\begin{aligned} & \text { ES } \\ & 299.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 184.8 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 157.7 \end{aligned}$ | 1239.5 |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| Electrical, electronic equipment | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US $1677.9$ | $\begin{aligned} & \text { FR } \\ & 98.9 \end{aligned}$ | DE 62 | 1985.9 |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | $\begin{aligned} & \text { US } \\ & 375.4 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 255.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 120.6 \end{aligned}$ | 1072.4 |
|  | (851830) Headphones, earphones, combinations, \$7-108 | $\begin{aligned} & \mathrm{CN} \\ & 218.4 \end{aligned}$ | AU $179.2$ | $\begin{aligned} & C A \\ & 165.2 \end{aligned}$ | 1041.5 |
|  | (854460) Electric conductors, for over 1,000 volts, nes, \$5-27 | $\begin{aligned} & \text { US } \\ & 271.6 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 142.8 \end{aligned}$ | $\begin{aligned} & C N \\ & 86.1 \end{aligned}$ | 1021.6 |
|  | (854211) Monolithic integrated circuits, digital, \$87-590 | $\begin{aligned} & \text { US } \\ & 933.9 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 17.1 \end{aligned}$ | $\begin{aligned} & \text { AR } \\ & 12.2 \end{aligned}$ | 973.5 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$0-243 | $\begin{aligned} & \text { IT } \\ & 247.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 228.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 80.4 \end{aligned}$ | 677.4 |


| (903290) Parts and accessories for automatic controls, \$41-198 | $\begin{aligned} & V N \\ & 170.4 \end{aligned}$ | JP $114.6$ | $\begin{aligned} & \mathrm{CN} \\ & 93.9 \end{aligned}$ | 661.0 |
| :---: | :---: | :---: | :---: | :---: |
| (902119) Orthopaedic/fracture appliances, nes, \$35-397 | $\begin{aligned} & \text { US } \\ & 186 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 127.3 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 57.4 \end{aligned}$ | 605.5 |
| (902190) Orthopaedic appliances, nes, \$10392359 | $\begin{aligned} & \text { GB } \\ & 131 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 63.1 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
|  | (040490) Natural milk products nes, \$0-1 | $\begin{aligned} & \text { FR } \\ & 25.6 \end{aligned}$ | DK 2 | $\begin{aligned} & \text { SK } \\ & 1.8 \end{aligned}$ | 41.2 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$1-16 | $\begin{aligned} & \text { NL } \\ & 261 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 92.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 91.7 \end{aligned}$ | 764.3 |
|  | (060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4 | $\begin{aligned} & \text { RU } \\ & 36.5 \end{aligned}$ | PE 17 | $\begin{aligned} & \mathrm{IN} \\ & 8.1 \end{aligned}$ | 105.1 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$520 | NL 44.1 | CZ 9.9 | $\begin{aligned} & \mathrm{BE} \\ & 7.2 \end{aligned}$ | 88.4 |
| Edible vegetables and certain roots and tubers | (070310) Onions and shallots, fresh or chilled, \$0-1 | GB 75 | $\begin{aligned} & \mathrm{NL} \\ & 60.7 \end{aligned}$ | $\begin{aligned} & D E \\ & 56.6 \end{aligned}$ | 694.7 |



|  | (120991) Seed, vegetable, nes for sowing, \$20-299 | NL 35 | TR 17 | JP 16 | 207.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (120991) Seed, vegetable, nes for sowing, \$0-20 | $\begin{aligned} & \text { EG } \\ & 38.6 \end{aligned}$ | FR 27 | $\begin{aligned} & \mathrm{NL} \\ & 10.9 \end{aligned}$ | 150.8 |
|  | (120799) Oil seeds and oleaginous fruits, nes, \$2-11 | $\begin{aligned} & \text { RU } \\ & 25.5 \end{aligned}$ | EG 6.8 | $\begin{aligned} & V N \\ & 3.5 \end{aligned}$ | 68.2 |
|  | (120999) Seed, fruits and spores for sowing, nes, \$0-6 | $\begin{aligned} & \text { AT } \\ & 11.2 \end{aligned}$ | FR 4.6 | DK 3 | 33.3 |
| Lac, gums, resins, vegetable saps and extracts nes | (130219) Vegetable saps and extracts nes, \$12-66 | $\begin{aligned} & \text { US } \\ & 34.4 \end{aligned}$ | IT 24.2 | $\begin{aligned} & \text { CA } \\ & 21.2 \end{aligned}$ | 219.7 |
|  | (130220) Pectic substances, pectinates, pectates, \$12-20 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 16.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 11.2 \end{aligned}$ | 82.5 |
|  | (130190) Natural gum, resin, gumresin, balsam, not gum arabic, \$329 | $\begin{aligned} & \mathrm{CN} \\ & 16.5 \end{aligned}$ | SG 5.6 | $\begin{aligned} & \text { US } \\ & 3.1 \end{aligned}$ | 43.9 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$314 | IN 3.8 | DE 3.6 | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
| Animal,vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
|  | (151590) Veg fats, oils nes, fractions, not chemically modifie, \$0-3 | $\begin{aligned} & \text { FR } \\ & 107.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 55.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 25.3 \end{aligned}$ | 321.2 |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151790) Edible mix \& preparations of animal \& veg fat, oil ne, \$1-5 | IE 36.4 | $\begin{aligned} & \text { KZ } \\ & 26.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 19.6 \end{aligned}$ | 194.6 |
|  | (151519) Linseed oil,fractions, refined not chemically modifie, \$18 | FR 1.6 | DE . 6 | BN . 5 | 4.9 |



|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$26 | $\begin{aligned} & \mathrm{NL} \\ & 30.7 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 23.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.1 \end{aligned}$ | 213.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3 | US $49.2$ | $\begin{aligned} & \text { DE } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 12.9 \end{aligned}$ | 152.0 |
|  | (200970) Apple juice not fermented or spirited, \$0-1 | JP 33 | $\begin{aligned} & \text { ZA } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 18.3 \end{aligned}$ | 124.9 |
|  | (200290) Tomatoes nes, prepared or preserved, not in vinegar, \$0-1 | $\begin{aligned} & \text { TR } \\ & 20.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 11.6 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 10.1 \end{aligned}$ | 120.7 |
| Miscellaneous edible preparations | (210110) Coffee extracts, <br> essences, concentrates, <br> preparations,  <br> $\$ 4-14$  | $\begin{aligned} & \text { US } \\ & 74.3 \end{aligned}$ | SA 35 | $\begin{aligned} & \text { TR } \\ & 30.2 \end{aligned}$ | 350.6 |
|  | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210610) Protein concentrates and textured protein substances, $\$ 2-13$ | $\begin{aligned} & \text { DE } \\ & 32.2 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 26 \end{aligned}$ | 227.4 |
|  | (210410) Soups and broths and preparations thereof, \$2-6 | US <br> 41.3 | IT 19.8 | $\begin{aligned} & \text { NE } \\ & 17.5 \end{aligned}$ | 193.6 |
|  | (210320) Tomato ketchup and other tomato sauces, \$0-1 | $\begin{aligned} & \text { FR } \\ & 94.3 \end{aligned}$ | DE 6.5 | $\begin{aligned} & P L \\ & 5.6 \end{aligned}$ | 145.1 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$0-4 | $\begin{aligned} & \text { TH } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 77.7 \end{aligned}$ | $\begin{aligned} & \text { PS } \\ & 58.3 \end{aligned}$ | 802.1 |

## Western Sahara

## Basic statistics

| Current diversification (number of products) | 76 | Potential new products more complex <br> (percentage) | 48 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 2,197 | Export opportunity in more complex products <br> (percentage) | 12 |
| Potential new products more complex than <br> the country's average | 1,044 | Import replacement opportunity in more <br> 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 | 3 |
|  | 4 |

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 product nes | 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 |


| 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 By regions

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 32 |
| France | 8 | Western Europe | 22 |
| United Kingdom | 8 | Northern America | 15 |
| China, Hong Kong SAR | 8 | Northern Europe | 14 |
| Denmark | 5 | Eastern Europe | 9 |
| Germany | 5 | Southern Europe | 3 |
| Netherlands | 5 |  |  |
| Russian Federation | 5 |  |  |


| 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 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381121) Lubricating oil additives with petroleum, bitumen oil, \$3-6 | $\begin{aligned} & \text { AE } \\ & 112.8 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 73.1 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 47.6 \end{aligned}$ | 417.1 |
|  | (380820) Fungicides, packaged for retail sale, \$5-17 | $\begin{aligned} & \text { GB } \\ & 80.3 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \mathrm{TH} \\ & 44.8 \end{aligned}$ | 415.4 |
|  | (380840) Disinfectants, packaged for retail sale, \$2-8 | $\begin{aligned} & \text { CA } \\ & 96.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.7 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22 \end{aligned}$ | 335.7 |
|  | (380110) Artificial graphite, \$1-18 | $\begin{aligned} & \text { US } \\ & 150.1 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 90.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 19.4 \end{aligned}$ | 322.1 |
| Plastics and articles thereof | (390120) Polyethylene - specific gravity $>0.94$ in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 257.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 207.5 \end{aligned}$ | 2290.7 |
|  | (390110) Polyethylene - specific gravity $<0.94$ in primary form, \$0-1 | BR 184 | $\begin{aligned} & C L \\ & 131 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$01 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |


|  | (390720) Polyethers nes, in primary forms, \$1-4 | $\begin{aligned} & \text { DE } \\ & 249.3 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 157.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 103 \end{aligned}$ | 1100.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390210) Polypropylene in primary forms, \$1-2 | $\begin{aligned} & \text { SG } \\ & 357.8 \end{aligned}$ | BE <br> 78.7 | IN $64.7$ | 939.2 |
| Paper paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, $40-150 \mathrm{~g} / \mathrm{m} 2$, uncoated, \$0-2 | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & \text { DE } \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
|  | coated/impregnated/covered/coloured/printed ne, \$2-9 | $\begin{aligned} & \text { US } \\ & 107.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 93.6 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 28.6 \end{aligned}$ | 417.5 |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | $\begin{aligned} & \text { TH } \\ & 42.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Articles $\quad$ ofapparel,accessories, knitor crochet | (610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16 | $\begin{aligned} & \text { JP } \\ & 110.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 50.6 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 48.7 \end{aligned}$ | 412.8 |
|  | (610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12 | $\begin{aligned} & \text { JP } \\ & 207.4 \end{aligned}$ | US 80.2 | $\begin{aligned} & \text { FR } \\ & 44.1 \end{aligned}$ | 377.0 |
|  | (611130) Babies garments, accessories of synthetic fibres, kni, \$21-51 | $\begin{aligned} & \text { US } \\ & 260.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 16.5 \end{aligned}$ | GB 6 | 302.6 |
|  | (610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2 | $\begin{aligned} & \text { KR } \\ & 81.7 \end{aligned}$ | AT 49 | $\begin{aligned} & \mathrm{RU} \\ & 37.5 \end{aligned}$ | 275.6 |
|  | (610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12 | FR 87 | $\begin{aligned} & \text { JP } \\ & 49.5 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 40.4 \end{aligned}$ | 244.1 |
| Other made textile articles, sets, worn clothing etc | (630140) Blankets (except electric) \& travel rugs, synth fibre, \$5-18 | US $1179.6$ | $\begin{aligned} & \mathrm{BE} \\ & 5.4 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 2.9 \end{aligned}$ | 1215.2 |


|  | (630392) Curtains drapes blinds valances, synth fibre, not kni, \$9-31 | $\begin{aligned} & \text { US } \\ & 780.1 \end{aligned}$ | $\begin{aligned} & C Z \\ & 9.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 6.3 \end{aligned}$ | 829.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (630232) Bed linen, of manmade fibres, nes, \$618 | US $480.2$ | $\begin{aligned} & \mathrm{PL} \\ & 5.2 \end{aligned}$ | SA 4 | 526.7 |
|  | (630222) Bed linen, of manmade fibres, printed, not knit, \$6-16 | $\begin{aligned} & \text { US } \\ & 240.8 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.5 \end{aligned}$ | $\begin{gathered} N Z \\ 1.2 \end{gathered}$ | 251.9 |
|  | (630493) Furnishing articles nes, synth fibre,not knit, croche, \$8-27 | $\begin{aligned} & \text { US } \\ & 176.9 \end{aligned}$ | SI 9.4 | $\begin{aligned} & \text { PK } \\ & 5.7 \end{aligned}$ | 214.5 |
| Iron and steel | (721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 180 \end{aligned}$ | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t $1-3 \mathrm{~mm}$, nes, \$0-0 | $\begin{aligned} & \text { JP } \\ & 154.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 77.2 \end{aligned}$ | $\begin{aligned} & M Y \\ & 60.2 \end{aligned}$ | 479.5 |
|  | (721070) Flat rolled iron or non-alloy steel, painted/plastic coated, width>600mm, \$0-1 | $\begin{aligned} & \text { US } \\ & 102.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 86.3 \end{aligned}$ | $\begin{aligned} & C Z \\ & 47.1 \end{aligned}$ | 478.0 |
|  | (720890) Hot rolled iron or non-alloy steel, width >600mm, nes, \$0-4 | $\begin{aligned} & \mathrm{NL} \\ & 93.7 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 42.9 \end{aligned}$ | SA 17 | 234.7 |
|  | (721039) Flat rolled iron or non-alloy steel, electro plate/zinc,w >600mm, nes, \$0-1 | $\begin{aligned} & \text { HK } \\ & 56.9 \end{aligned}$ | $\begin{aligned} & \text { ET } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 16.1 \end{aligned}$ | 153.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | $\begin{aligned} & \text { KZ } \\ & 5.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 4.8 \end{aligned}$ | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NO} \\ & 12 \end{aligned}$ | 471.8 |
|  | (730630) Pipes etc nes, iron/steel welded nes,diameter <406.4m, \$0-1 | $\begin{aligned} & \text { FR } \\ & 206.4 \end{aligned}$ | $\begin{aligned} & C Z \\ & 37.6 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34.1 \end{aligned}$ | 468.6 |
|  | (730660) Hollow profiles/tubes,iron/steel,noncircular, welded, \$0-2 | IN 84.5 | $\begin{aligned} & \text { FI } \\ & 27.6 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 26.9 \end{aligned}$ | 280.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$582-2464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |


|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 96.4 \end{aligned}$ | 823.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (848240) Bearings, needle roller, \$1-7 | $\begin{aligned} & \text { DE } \\ & 198.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 53.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 48.1 \end{aligned}$ | 665.5 |
|  | (842720) Self-propelled works trucks, nonelectric, \$0-12020 | $\begin{aligned} & \text { CA } \\ & 431.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 50.3 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 44.8 \end{aligned}$ | 659.1 |
|  | (848299) Bearing parts, nes, \$0-13 | $\begin{aligned} & \text { FR } \\ & 441.4 \end{aligned}$ | $\begin{aligned} & \text { AU } \\ & 20.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 18.6 \end{aligned}$ | 534.1 |
| Electrical, electronic equipment | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | US $126.2$ | PL 98 | 666.8 |
|  | (850790) Parts of electric accumulators, including separators, \$5-42 | PL 228 | $\begin{aligned} & \text { DE } \\ & 176.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 101.9 \end{aligned}$ | 659.1 |
|  | (850590) Electro-magnets nes and parts of magnetic devices, \$0-20 | US $383.4$ | FR 70 | $\begin{aligned} & \text { DE } \\ & 34.6 \end{aligned}$ | 532.9 |
|  | (850511) Metal permanent magnets, articles intended as magnets, \$14-68 | $\begin{aligned} & \text { PH } \\ & 206.2 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 69.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 41.2 \end{aligned}$ | 473.5 |
|  | (853400) Electronic printed circuits, \$328-722 | $\begin{aligned} & \text { HK } \\ & 201.6 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 74.2 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 70.7 \end{aligned}$ | 439.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US <br> 1319.4 | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902111) Artificial joints, \$346-1061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 872.6 |
|  | (902920) Speed indicators, tachometers, stroboscopes, \$119-141 | $\begin{aligned} & \text { GB } \\ & 139.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 68.9 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 54.8 \end{aligned}$ | 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 product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | US $206.6$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & \mathrm{RU} \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | ID $22.2$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
|  | (040410) Whey, \$0-0 | $\begin{aligned} & \text { FR } \\ & 59.5 \end{aligned}$ | CA 39 | $\begin{aligned} & \text { DE } \\ & 21.5 \end{aligned}$ | 201.6 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots), nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 2.3 \end{aligned}$ | 69.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$4-13 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 2.3 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 2.2 \end{aligned}$ | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |
|  | (070690) <br> Beetroot,salsify,celeriac,radishes etc. fresh, chille, \$0-3 | DE 8.9 | KR 8.2 | $\begin{aligned} & \text { PL } \\ & 6.6 \end{aligned}$ | 52.0 |
|  | (071190) Vegetables nes and mixtures provisionally preserved, \$1-4 | IT 6.4 | $\begin{aligned} & \mathrm{BR} \\ & 3.8 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 3.3 \end{aligned}$ | 30.6 |
|  | (071290) Vegetables nes \& mixtures, dried, not further prepare, \$9-20 | JP 5.8 | NL 4.6 | $\begin{aligned} & \text { FR } \\ & 3.4 \end{aligned}$ | 25.3 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$719 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 34 \end{aligned}$ | 835.6 |


|  | (081010) Strawberries, fresh, \$2-7 | $\begin{aligned} & \text { US } \\ & 293.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 18.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 18.2 \end{aligned}$ | 427.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (081350) Mixtures of edible nuts, dried and preserved fruits, \$4-12 | $\begin{aligned} & \text { CA } \\ & 1.9 \end{aligned}$ | $\begin{gathered} \text { GB } \\ 1.1 \end{gathered}$ | 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 | $\begin{aligned} & \text { DE } \\ & 7.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 3.9 \end{aligned}$ | 48.2 |
| Lac, gums, resins, vegetable saps and extracts nes | (130239) Mucilages and thickeners nes, \$6-17 | $\begin{aligned} & \mathrm{CN} \\ & 53.8 \end{aligned}$ | US 23 | $\begin{aligned} & \text { GB } \\ & 16.6 \end{aligned}$ | 202.2 |
|  | (130232) Mucilages \& thickeners, from locust bean, guar seeds, \$3-14 | IN 3.8 | $\begin{aligned} & \text { DE } \\ & 3.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 3.2 \end{aligned}$ | 34.4 |
| Animal, vegetable fats and oils, cleavage products, etc | (151800) Processed animal, vegetable oils, industrial preps ne, \$0-4 | $\begin{aligned} & \text { SG } \\ & 158.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 88.1 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 32 \end{aligned}$ | 384.2 |
|  | (150910) Olive oil, virgin, \$3-8 | $\begin{aligned} & \mathrm{CH} \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 32.4 \end{aligned}$ | $\begin{aligned} & C N \\ & 9.7 \end{aligned}$ | 117.1 |
|  | (151550) Sesame oil or fractions not chemically modified, \$3-9 | $\begin{aligned} & \text { US } \\ & 10.1 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 4.2 \end{aligned}$ | JP 3 | 37.1 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-4 | IT 4.1 | KR . 9 | $\begin{aligned} & \text { CA } \\ & .8 \end{aligned}$ | 9.6 |
|  | (151519) Linseed oil,fractions, refined not chemically modifie, \$1-8 | FR 1.6 | DE . 6 | $\begin{gathered} \mathrm{BN} \\ .5 \end{gathered}$ | 4.9 |
| Meat, fish and seafood food preparations nes | (160520) Shrimps and prawns, prepared or preserved, \$7-15 | $\begin{aligned} & \text { DK } \\ & 168.6 \end{aligned}$ | JP $92.5$ | $\begin{aligned} & C N \\ & 38 \end{aligned}$ | 395.7 |
|  | (160300) Extracts, juices of meat, fish, aquatic invertebrates, \$3-21 | BE 5.5 | $\begin{aligned} & \text { GB } \\ & 2.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 1.9 \end{aligned}$ | 16.4 |
|  | (160411) Salmon prepared or preserved, not minced, \$0-6 | $\begin{aligned} & \text { DK } \\ & 6.2 \end{aligned}$ | ES 1.2 | $\begin{aligned} & \text { UA } \\ & 1.1 \end{aligned}$ | 14.7 |
| Sugars and sugar confectionery | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |



| Miscellaneous edible preparations | (210110) Coffee extracts, essences, concentrates, preparations, \$14-28 | $\begin{aligned} & \text { EC } \\ & 19.8 \end{aligned}$ | $\begin{aligned} & C L \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.6 \end{aligned}$ | 133.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \mathrm{KR} \\ & 5.7 \end{aligned}$ | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | $\begin{aligned} & \text { UZ } \\ & 9.4 \end{aligned}$ | 94.9 |
|  | (210610) Protein concentrates and textured protein substances, \$13-28 | $\begin{aligned} & \text { FR } \\ & 12.6 \end{aligned}$ | NL 7.3 | $\begin{aligned} & \text { AU } \\ & 6.1 \end{aligned}$ | 44.2 |
|  | (210230) Baking powders, prepared, \$1-5 | $\begin{aligned} & \text { ID } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \mathrm{AO} \\ & 8.4 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 2.7 \end{aligned}$ | 36.6 |
| Residues, wastes of food industry, animal fodder | (230890) Vegetable wastes and residues nes for animal feed, \$0-0 | $\begin{aligned} & \text { MA } \\ & 13.4 \end{aligned}$ | AF 7.7 | $\begin{aligned} & \mathrm{KH} \\ & 4.5 \end{aligned}$ | 55.4 |

## Yemen

## Basic statistics

| Current diversification (number of products) | 832 | Potential new products more complex <br> (percentage) | 70 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 3,796 | Export opportunity in more complex products <br> (percentage) | 33 |
| Potential new products more complex than <br> the country's average | 2,646 | Import replacement opportunity in more <br> 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 | 8 |
| Plastics and articles thereof | 6 |
| 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 | 4 |
| Pharmaceutical products | 3 |
| Miscellaneous chemical products | 32 |
| Sum of others with smaller share | 3 |
|  |  |


| By countries |  | By regions |  |
| :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |
| USA | 13 | Asia | 35 |
| France | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 16 |
| China | 5 | Eastern Europe | 7 |
| Netherlands | 4 | Northern Europe | 7 |
| United Kingdom | 4 | Southern Europe | 6 |
| Thailand | 4 | South America | 3 |
| Italy | 3 |  |  |
| Canada | 3 |  |  |
| India | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Japan | 3 |  |  |
| Belgium | 3 |  |  |
| Others | 28 |  |  |

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 | 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 nes | 4 |
| Miscellaneous edible preparations | 3 |
| Edible vegetables and certain roots and tubers | 3 |
| Oil seed, oleagic 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 |  |  |  |  |  | By regions |  |  |
| :--- | :--- | :--- | :--- | :---: | :---: | :---: | :---: | :---: |
| Country | Percent | Region | Percent |  |  |  |  |  |
| USA | 10 | Asia | 39 |  |  |  |  |  |
| United Kingdom | 9 | Western Europe | 16 |  |  |  |  |  |
| China | 8 | Northern Europe | 13 |  |  |  |  |  |
| Russian Federation | 6 | Northern America | 12 |  |  |  |  |  |
| Germany | 5 | Eastern Europe | 11 |  |  |  |  |  |
| France | 5 | Southern Europe | 4 |  |  |  |  |  |


| Japan | 5 |
| :--- | :--- |
| United Arab Emirates | 4 |
| China, Hong Kong SAR | 3 |
| Netherlands | 3 |
| Others | 24 |

By regions

## Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets

| Product category | (HS code) Product description, unit <br> price range | Top growing markets (USD <br> million) | Export <br> opportunity <br> (USD million) |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Organic chemicals | \#1 | \#2 | \#3 |  |
|  | (293339) Heterocyclic compounds <br> with unfused pyridine ring,nes, <br> \$25-354 | US | ES 265 | DE |


|  | (290121) Ethylene, \$0-6 | BE $646.9$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \text { IN } \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300439) Hormones nes, except contraceptives, in dosage, \$70505 | $\begin{aligned} & \mathrm{AU} \\ & 315.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 115.7 \end{aligned}$ | $\begin{aligned} & R U \\ & 113.4 \end{aligned}$ | 1191.6 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | BE $188.6$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
|  | (300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64 | $\begin{aligned} & \text { US } \\ & 267.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 105.3 \end{aligned}$ | DE 29 | 522.4 |
| Miscellaneous chemical products | (381800) <br> Chemical element/compound wafers doped for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380820) Fungicides, packaged for retail sale, \$17-36 | $\begin{aligned} & \text { DE } \\ & 254.9 \end{aligned}$ | BR 168 | UA 94.7 | 810.1 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (380830) Herbicides, sprouting and growth regulators, \$4-18 | $\begin{aligned} & \text { TH } \\ & 185.5 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 103.4 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 53.1 \end{aligned}$ | 708.3 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |


| Plastics and articles thereof | (390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1 | $\begin{aligned} & \text { SG } \\ & 758.4 \end{aligned}$ | $\begin{aligned} & R U \\ & 257.7 \end{aligned}$ | BE $207.5$ | 2290.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (390190) Polymers of ethylene nes, in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 774.1 \end{aligned}$ | $\begin{aligned} & \text { BR } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 159.3 \end{aligned}$ | 1671.2 |
|  | (390690) Acrylic polymers nes, in primary forms, \$0-1 | $\begin{aligned} & \text { FR } \\ & 334.1 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 198.2 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 191.5 \end{aligned}$ | 1294.5 |
|  | (390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1 | BR 184 | CL 131 | $\begin{aligned} & \text { NG } \\ & 126.3 \end{aligned}$ | 1139.5 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
| Paper \& paperboard, articles of pulp, paper and board | (480100) Newsprint, \$0-3 | US <br> 1748.1 | $\begin{aligned} & \text { IT } \\ & 250.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 221.2 \end{aligned}$ | 2871.7 |
|  | (480252) Paper, fine, woodfree, 40 <br> - $150 \mathrm{~g} / \mathrm{m} 2$, uncoated, $\$ 0-2$ | $\begin{aligned} & \text { US } \\ & 455.5 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 208.2 \end{aligned}$ | $\begin{aligned} & \text { PE } \\ & 120.7 \end{aligned}$ | 1572.6 |
|  | (481011) Paper, fine, woodfree, <150 g/m2, clay coated, \$0-0 | $\begin{aligned} & \text { JP } \\ & 118.6 \end{aligned}$ | FR 98.4 | $\begin{aligned} & \text { GB } \\ & 60.4 \end{aligned}$ | 610.6 |
|  | (480411) Paper, Kraftliner, unbleached, uncoated, \$0-0 | $\begin{aligned} & \text { CN } \\ & 235.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 170.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 64.5 \end{aligned}$ | 571.5 |
|  | (480100) Newsprint, \$0-0 | $\begin{aligned} & \text { IN } \\ & 372.1 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 21.5 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 19.5 \end{aligned}$ | 491.8 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \mathrm{BE} \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | JP $485.6$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \text { PH } \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |


|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}$, t $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 205.1 \end{aligned}$ | $\begin{aligned} & B E \\ & 133.5 \end{aligned}$ | 1065.9 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Articles of iron or steel | (730420) Casings, tubing and drill pipe, for oil drilling, \$1-9 | $\begin{aligned} & \mathrm{NO} \\ & 196.5 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { KW } \\ & 116.3 \end{aligned}$ | 973.0 |
|  | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$1037 | US $629.5$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10 | $\begin{aligned} & \text { MY } \\ & 83.8 \end{aligned}$ | KR 75.5 | $\begin{aligned} & \text { GB } \\ & 74.3 \end{aligned}$ | 594.9 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc , \$2464-5288 | CA <br> 3149.7 | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (847989) Machines and <br> mechanical   <br> \$2729-6609   | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \mathrm{TH} \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
|  | (847780) rubber or plastic working machines, nes, \$395-20232 | $\begin{aligned} & \text { IN } \\ & 223.1 \end{aligned}$ | US <br> 149.1 | $\begin{aligned} & \text { PL } \\ & 80.6 \end{aligned}$ | 711.8 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (851290) Parts of cycle \& vehicle light, signal, etc equipment, \$0-14 | US <br> 1677.9 | FR 98.9 | DE 62 | 1985.9 |


|  | (850230) Electric generating sets, nes, \$102223-453892 | NL $366.9$ | AU $319.5$ | $\begin{aligned} & \text { AR } \\ & 107 \end{aligned}$ | 1326.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (850980) Domestic appliances, with electric motor, nes, \$0-24 | US $375.4$ | $\begin{aligned} & \mathrm{NL} \\ & 255.7 \end{aligned}$ | DE $120.6$ | 1072.4 |
|  | (850940) Domestic food grinders, mixers, juice extractors, \$0-26 | $\begin{aligned} & \text { IT } \\ & 232.7 \end{aligned}$ | AE $116.2$ | $\begin{aligned} & \text { SA } \\ & 96.8 \end{aligned}$ | 762.6 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | US $1319.4$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$243-1093 | NL 534 | $\begin{aligned} & \text { US } \\ & 353.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 106 \end{aligned}$ | 1487.5 |
|  | (902111) Artificial joints, \$3461061 | US <br> 311.2 | $\begin{aligned} & \mathrm{CH} \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902140) Hearing aids, except parts and accessories, \$85-242 | $\begin{aligned} & \text { FR } \\ & 373.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 146.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 114.7 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020741) Fowl cuts \& offal, domestic, except livers, frozen, \$0-2 | $\begin{aligned} & \mathrm{CN} \\ & 728.8 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 167.4 \end{aligned}$ | JP $111.3$ | 1720.9 |
|  | (020230) Bovine cuts boneless, frozen, \$0-3 | $\begin{aligned} & \text { AE } \\ & 321 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 238.5 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 161.8 \end{aligned}$ | 930.1 |
|  | (020329) Swine cuts, frozen nes, \$3-6 | $\begin{aligned} & \text { JP } \\ & 323.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 75.6 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 12.7 \end{aligned}$ | 435.3 |


|  | (020742) Turkey cuts \& offal, except livers, frozen, \$1-4 | CN 35 | $\begin{aligned} & \mathrm{RO} \\ & 5.2 \end{aligned}$ | PE 4.6 | 95.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$212 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | 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 | $\begin{aligned} & R U \\ & 769.9 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 113.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 97.5 \end{aligned}$ | 1533.1 |
|  | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | $\begin{aligned} & \text { FR } \\ & 267 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |
|  | (040500) Butter and other fats and oils derived from milk, \$4-6 | $\begin{aligned} & R U \\ & 237.4 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 34.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 22.2 \end{aligned}$ | 490.6 |
|  | (040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5 | $\begin{aligned} & \text { SG } \\ & 127.4 \end{aligned}$ | $\begin{aligned} & H K \\ & 103.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 53.5 \end{aligned}$ | 417.5 |
| Live trees, plants, bulbs, roots, cut flowers etc | (060299) Plants, live (including their roots),nes, \$0-1 | $\begin{aligned} & \text { DK } \\ & 156.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 143.7 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 22.6 \end{aligned}$ | 408.5 |
|  | (060390) Cut flowers and flower buds for bouquets, dried, etc., \$520 | $\begin{aligned} & \mathrm{NL} \\ & 44.1 \end{aligned}$ | CZ 9.9 | BE 7.2 | 88.4 |
|  | (060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3 | $\begin{aligned} & \text { GB } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 24.4 \end{aligned}$ | RU 2.3 | 69.5 |
|  | (060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3 | $\begin{aligned} & \text { US } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \mathrm{CH} \\ & 15.5 \end{aligned}$ | SE 4.3 | 57.5 |
|  | (060499) Foliage,branches, for bouquets, etc. - except fresh, \$413 | $\begin{aligned} & \text { DE } \\ & 14.3 \end{aligned}$ | US 2.3 | KR 2.2 | 30.1 |
| Edible vegetables and certain roots and tubers | (071080) Vegetables, frozen nes, uncooked steamed or boiled, \$13 | $\begin{aligned} & \text { US } \\ & 75.1 \end{aligned}$ | $\begin{aligned} & \mathrm{JP} \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 23.9 \end{aligned}$ | 227.5 |



|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | NO $144.6$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (151219) Sunflower or safflower oil,fractions simply refined, \$0-2 | BE 34 | $\begin{aligned} & \text { PT } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { AF } \\ & 23.2 \end{aligned}$ | 258.6 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1 | $\begin{aligned} & \text { US } \\ & 108.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 20.4 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 15.9 \end{aligned}$ | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | $\begin{aligned} & \text { SE } \\ & 52.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 38.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 29.6 \end{aligned}$ | 155.7 |
| Meat, fish and seafood food preparations nes | (160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6 | $\begin{aligned} & \text { JP } \\ & 140.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | $\begin{aligned} & \text { IE } \\ & 39.7 \end{aligned}$ | 480.1 |
|  | (160241) Swine hams \& cuts thereof, prepared or preserved, \$4-10 | $\begin{aligned} & \text { GB } \\ & 62.3 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 26.8 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.3 \end{aligned}$ | 192.4 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$38 | $\begin{aligned} & \text { GB } \\ & 47.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 21.5 \end{aligned}$ | PL 6.7 | 139.1 |
|  | (160210) Homogenized preparations of meat and meat offal, \$2-8 | $\begin{aligned} & \text { SA } \\ & 39.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 10.5 \end{aligned}$ | DE 2.6 | 67.6 |
|  | (160540) Crustaceans nes, prepared or preserved, \$6-23 | $\begin{aligned} & \text { BY } \\ & 15.9 \end{aligned}$ | SA 7.2 | ES 5.8 | 43.5 |
| Sugars and confectionery | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \mathrm{IN} \\ & 19.7 \end{aligned}$ | BE $13.4$ | 184.2 |
|  | (170230) Glucose, glucose syrup <br> < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | FI 10.7 | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | DE 5.5 | 48.3 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$510 | $\begin{aligned} & \text { DK } \\ & 19.7 \end{aligned}$ | SA 5.3 | KR 4.6 | 38.9 |


|  | (170410) $\quad$ Chewingcontainingsugar, except <br> medicinal,  <br> $\$ 10-23$  | PL 2 | DE 1.6 | SA 1.5 | 13.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cocoa and cocoa preparations | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$2-7 | $\begin{aligned} & \text { JP } \\ & 120.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 103.2 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 67.4 \end{aligned}$ | 550.4 |
|  | (180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12 | $\begin{aligned} & \text { AE } \\ & 137.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 89.1 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 30.5 \end{aligned}$ | 492.9 |
|  | (180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$412 | $\begin{aligned} & \text { US } \\ & 43.9 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 29.3 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 29.1 \end{aligned}$ | 359.9 |
|  | (180620) Chocolate and other food preps containing cocoa $>2 \mathrm{k}$, \$0-2 | $\begin{aligned} & \text { US } \\ & 59.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 36.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 34.1 \end{aligned}$ | 250.0 |
|  | (180610) Cocoa powder, sweetened, \$0-2 | $\begin{aligned} & \text { FR } \\ & 26.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 5.3 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 3.6 \end{aligned}$ | 47.1 |
| Cereal, flour, starch, milk preparations and products | (190110) Infant foods of cereals, flour, starch or milk, retai, \$4-10 | MO <br> 181.1 | $\begin{aligned} & \text { VN } \\ & 53.5 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 32.9 \end{aligned}$ | 604.8 |
|  | (190110) Infant foods of cereals, flour, starch or milk, retai, \$0-4 | $\begin{aligned} & D E \\ & 118.6 \end{aligned}$ | $\begin{aligned} & \text { NG } \\ & 100.5 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 48.3 \end{aligned}$ | 465.0 |
|  | (190530) Sweet biscuits, waffles and wafers, \$5-11 | $\begin{aligned} & \text { FR } \\ & 138.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 88.8 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 53.4 \end{aligned}$ | 387.3 |
|  | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3 | $\begin{aligned} & \text { US } \\ & 50.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 24.6 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.1 \end{aligned}$ | 233.7 |
|  | (190190) Malt extract \& limited cocoa pastrycooks products nes, \$4-8 | $\begin{aligned} & \mathrm{NL} \\ & 91.7 \end{aligned}$ | $\begin{aligned} & C N \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 10.3 \end{aligned}$ | 203.1 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | $\begin{aligned} & \text { US } \\ & 227 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  |  | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | CZ 6.7 | BE 5.1 | 282.1 |


|  | (200970) Apple juice not fermented or spirited, \$0-0 | $\begin{aligned} & \text { DE } \\ & 137.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 86.1 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 14.4 \end{aligned}$ | 264.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12 | $\begin{aligned} & \mathrm{CN} \\ & 93.2 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 58.1 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 49.2 \end{aligned}$ | 241.0 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | AU 6.3 | JP 2.7 | 159.8 |
| Miscellaneous edible preparations | (210500) Ice cream and other edible ice, \$0-2 | $\begin{aligned} & \text { GB } \\ & 86.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 32.9 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 32.4 \end{aligned}$ | 259.1 |
|  | (210210) Yeasts, active, \$0-2 | $\begin{aligned} & \text { FR } \\ & 36.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 11.2 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 7.4 \end{aligned}$ | 115.7 |
|  | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
|  | (210210) Yeasts, active, \$2-17 | $\begin{aligned} & \text { LK } \\ & 10.4 \end{aligned}$ | US 9.8 | UZ 9.4 | 94.9 |
|  | (210310) Soya sauce, \$1-4 | $\begin{aligned} & \text { US } \\ & 17.8 \end{aligned}$ | IT 10.8 | AT 3.3 | 72.2 |
| Residues, wastes of food industry, animal fodder | (230910) Dog or cat food (retail), \$0-1 | $\begin{aligned} & \text { GB } \\ & 167.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 54.4 \end{aligned}$ | $\begin{aligned} & \text { SE } \\ & 34.5 \end{aligned}$ | 480.5 |

## Zambia

## Basic statistics

| Current diversification (number of products) | 3,679 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,124 | Export opportunity in more complex products <br> (percentage) | 40 |
| Potential new products more complex than <br> the country's average | 2,971 | Import replacement opportunity in more <br> 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 | 20 |
| Sum of others with smaller share |  |

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

| Country | Percent | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 13 | Asia | 35 |
| China | 7 | Western Europe | 21 |
| Germany | 6 | Northern America | 16 |
| France | 6 | Southern Europe | 8 |
| Italy | 4 | Northern Europe | 7 |
| Belgium | 4 | Eastern Europe | 7 |
| Thailand | 4 | South America | 3 |
| United Kingdom | 4 |  |  |
| Japan | 3 |  |  |
| Rep. of Korea | 3 |  |  |
| Canada | 3 |  |  |
| Netherlands | 3 |  |  |
| Others | 27 |  |  |
|  |  |  |  |

## 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 | 13 |
| :---: | :---: |
| Dairy products, eggs, honey, edible animal product nes | 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 | Region | Percent |
| :--- | :--- | :--- | :--- |
| USA | 15 | Asia | 31 |
| China | 9 | Western Europe | 20 |
| Germany | 7 | Northern America | 17 |


| 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, \$25354 | US $671.9$ | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 163.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, \$0-25 | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293490) Heterocyclic compounds, nes, \$326-777 | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & R U \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
|  | (290220) Benzene, \$0-13 | $\begin{aligned} & \mathrm{BE} \\ & 331.1 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 233.1 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 56.2 \end{aligned}$ | 706.8 |


| Pharmaceutical products | (300439) Hormones nes, except contraceptives, in dosage, \$15444696 | US <br> 1677.7 | $\begin{aligned} & \text { IT } \\ & 1501.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 457.2 \end{aligned}$ | 4200.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & V N \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \mathrm{RU} \\ & 81.3 \end{aligned}$ | $\begin{aligned} & V N \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | DE 81.2 | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |
|  | (300420) Antibiotics nes, in dosage, \$143-316 | $\begin{aligned} & \text { BE } \\ & 188.6 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 85.4 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 84.8 \end{aligned}$ | 578.7 |
| Miscellaneous chemical products | for electronic, \$45-743 | $\begin{aligned} & \text { TH } \\ & 316.9 \end{aligned}$ | $\begin{aligned} & C N \\ & 298.1 \end{aligned}$ | $\begin{aligned} & \mathrm{PH} \\ & 76.1 \end{aligned}$ | 846.8 |
|  | (380810) Insecticides, packaged for retail sale, \$28-63 | $\begin{aligned} & \text { BR } \\ & 284.1 \end{aligned}$ | FR 98.3 | $\begin{aligned} & \mathrm{IN} \\ & 67.9 \end{aligned}$ | 736.0 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | $\begin{aligned} & \text { TH } \\ & 392.4 \end{aligned}$ | KR 164 | $\begin{aligned} & \text { DE } \\ & 19.7 \end{aligned}$ | 680.3 |
|  | (381800) Chemical element/compound wafers doped for electronic, \$743-1791 | SG 317 | JP 54 | $\begin{aligned} & \text { US } \\ & 52.5 \end{aligned}$ | 504.2 |
|  | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | $\begin{aligned} & \mathrm{CN} \\ & 83.2 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 54.3 \end{aligned}$ | 483.6 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 741.4 \end{aligned}$ | NL 88.1 | $\begin{aligned} & \text { IT } \\ & 85.1 \end{aligned}$ | 1132.3 |
|  | (390410) Polyvinyl chloride in primary forms, \$0-1 | $\begin{aligned} & \text { KW } \\ & 218.2 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 142.5 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 101.4 \end{aligned}$ | 1128.0 |
|  | $\begin{aligned} & \text { (390810) Polyamide-6, -11, -12, - } \\ & 6,6,-6,9,-6,10 \text { or }-6,12, \$ 2-6 \end{aligned}$ | US <br> 111.7 | NL 87 | $\begin{aligned} & \text { ES } \\ & 68.7 \end{aligned}$ | 636.4 |
|  | (390740) Polycarbonates, in primary forms, \$2-5 | $\begin{aligned} & C Z \\ & 130.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 122.4 \end{aligned}$ | US 62 | 597.8 |


|  | (390410) Polyvinyl chloride in primary forms, \$0-0 | $\begin{aligned} & \text { PL } \\ & 106.4 \end{aligned}$ | $\begin{aligned} & \text { KH } \\ & 47.2 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 35.3 \end{aligned}$ | 511.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width $>600 \mathrm{~mm}$, ne, $\$ 0-0$ | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (720824) Hot rolled iron or nonalloy steel, coil,width $>600 \mathrm{~mm}$, t <3mm thick, ne, \$0-0 | VN $655.6$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat,width $>600 \mathrm{~mm}$, t >10mm, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
|  | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | $\begin{aligned} & \text { TH } \\ & 391.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 141.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 128.1 \end{aligned}$ | 1181.5 |
|  | (720923) Cold rolled iron or nonalloy steel, coil, width $>600 \mathrm{~mm}, \mathrm{t}$ $0.5-1 \mathrm{~mm}$, nes, $\$ 0-0$ | $\begin{aligned} & \text { TH } \\ & 347.6 \end{aligned}$ | JP $205.1$ | $\begin{aligned} & \text { BE } \\ & 133.5 \end{aligned}$ | 1065.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 891.4 |
|  | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | $\begin{aligned} & \text { US } \\ & 629.5 \end{aligned}$ | KZ 5.6 | NL 4.8 | 677.7 |
|  | (730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
|  | (730459) Alloy steel pipe or tubing, except cold rolled, \$0-2 | $\begin{aligned} & \text { FR } \\ & 136.9 \end{aligned}$ | VN 52 | $\begin{aligned} & \text { ID } \\ & 36.7 \end{aligned}$ | 302.7 |
| Machinery \& mech appliance etc | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | DE <br> 1818.5 | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |
|  | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$3741939 | $\begin{aligned} & \text { ES } \\ & 609.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 214.3 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 105.1 \end{aligned}$ | 1260.9 |


|  | (847989) Machines and mechanical appliances nes, \$27296609 | $\begin{aligned} & \text { JP } \\ & 178.9 \end{aligned}$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (842710) Self-propelled works trucks, electric motor, \$630518192 | $\begin{aligned} & \text { ES } \\ & 203.7 \end{aligned}$ | $\begin{aligned} & C Z \\ & 85.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 81.2 \end{aligned}$ | 748.0 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415-947 | $\begin{aligned} & \mathrm{TH} \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \mathrm{HK} \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | $\begin{aligned} & \text { IN } \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (850230) Electric generating sets, nes, \$294-21862 | $\begin{aligned} & \text { PK } \\ & 207.8 \end{aligned}$ | CA 83 | $\begin{aligned} & \mathrm{NL} \\ & 42.6 \end{aligned}$ | 568.0 |
|  | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | DE 71.8 | $\begin{aligned} & \text { JP } \\ & 38.6 \end{aligned}$ | 553.5 |
|  | (850153) AC motors, multi-phase, of an output > 75 kW , \$1991-17560 | $\begin{aligned} & \text { BE } \\ & 202.9 \end{aligned}$ | $\begin{aligned} & \text { CN } \\ & 128.8 \end{aligned}$ | $\begin{aligned} & \mathrm{AU} \\ & 16.4 \end{aligned}$ | 438.7 |
| Vehicles other than railway, tramway | (870331) Automobiles, diesel engine of <1500 cc, \$16275-32659 | $\begin{aligned} & \text { IT } \\ & 1372.2 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 715.6 \end{aligned}$ | $\begin{aligned} & \text { PT } \\ & 419.8 \end{aligned}$ | 3740.6 |
|  | (870120) Road tractors for semitrailers (truck tractors), \$76646164705 | $\begin{aligned} & \text { US } \\ & 1178.2 \end{aligned}$ | $\begin{aligned} & \text { AT } \\ & 429.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 163.6 \end{aligned}$ | 2866.2 |
|  | (870210) Diesel powered buses, \$16515-95900 | $\begin{aligned} & \text { PH } \\ & 634.8 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 199.9 \end{aligned}$ | $\begin{aligned} & \text { EG } \\ & 145.9 \end{aligned}$ | 1549.8 |
|  | (871190) Motorcycles with other than a spark ignition engine, \$3031677 | $\begin{aligned} & \text { DE } \\ & 359.3 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 175.8 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 92.8 \end{aligned}$ | 1029.9 |
|  | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | $\begin{aligned} & \text { NG } \\ & 387.2 \end{aligned}$ | FR 87.5 | $\begin{aligned} & \mathrm{PH} \\ & 68.5 \end{aligned}$ | 884.4 |



## 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 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 129.5 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020739) Poultry cuts \& offal, except livers, fresh or chilled, \$0-1 | $\begin{aligned} & \text { DE } \\ & 247.8 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 88.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 76.9 \end{aligned}$ | 612.0 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & \text { HK } \\ & 293.8 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3 | AT 64.3 | IT 57.1 | $\begin{aligned} & C Z \\ & 46.6 \end{aligned}$ | 272.6 |
|  | (020900) Pig and poultry fat, unrendered, \$0-1 | $\begin{aligned} & \text { CN } \\ & 148.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 13.8 \end{aligned}$ | 271.3 |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blueveined, \$8-14 | FR 267 | $\begin{aligned} & \text { US } \\ & 206.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 75.8 \end{aligned}$ | 745.8 |


|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | IT 67.8 | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | DE 61.3 | IT 52.6 | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040130) Milk and cream not concentrated nor sweetened < 6\% fa, \$1-3 | $\begin{aligned} & \mathrm{CN} \\ & 95.9 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 60.7 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 50.7 \end{aligned}$ | 294.5 |
| Edible vegetables and certain roots and tubers | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | $\begin{aligned} & \mathrm{BE} \\ & 12.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { DE } \\ & 18.1 \end{aligned}$ | 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 | $\begin{aligned} & \mathrm{NO} \\ & 5.8 \end{aligned}$ | CA 4.2 | 48.3 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | IT 236.4 | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & \text { HK } \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |
|  | (080620) Grapes, dried, \$1-4 | $\begin{aligned} & \text { GB } \\ & 163.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 58.7 \end{aligned}$ | 529.7 |
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, $\$ 4-12$ | US 276 | $\begin{aligned} & \text { GB } \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 42.4 \end{aligned}$ | 518.8 |


|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3 | US $191.6$ | $\begin{aligned} & \text { DE } \\ & 20.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 15.1 \end{aligned}$ | 291.5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cereals | (100300) Barley, \$0-0 | $\begin{aligned} & \mathrm{CN} \\ & 210.4 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 155.8 \end{aligned}$ | BE $104.1$ | 771.1 |
|  | (100300) Barley, \$0-1 | $\begin{aligned} & \text { DE } \\ & 178.4 \end{aligned}$ | $\begin{aligned} & \text { JO } \\ & 131.5 \end{aligned}$ | QA 76 | 743.2 |
|  | (100620) Rice, husked (brown), \$0-2 | $\begin{aligned} & \text { KR } \\ & 185.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NE} \\ & 41.5 \end{aligned}$ | IT 21.3 | 335.1 |
|  | (100400) Oats, \$0-1 | $\begin{aligned} & \mathrm{CN} \\ & 58.8 \end{aligned}$ | ES 7.9 | $\begin{aligned} & \text { DO } \\ & 6.3 \end{aligned}$ | 100.1 |
|  | (100630) Rice, semi-milled or wholly milled, \$1-3 | SE 3.7 | $\begin{aligned} & C N \\ & 3.5 \end{aligned}$ | US 2.3 | 25.6 |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0 | NL 49.3 | $\begin{aligned} & \text { GB } \\ & 37.7 \end{aligned}$ | $\begin{aligned} & K R \\ & 30.5 \end{aligned}$ | 205.4 |
|  | (110900) Wheat gluten, \$0-1 | $\begin{aligned} & \mathrm{NO} \\ & 61.7 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 40.7 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 19.9 \end{aligned}$ | 176.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2 | $\begin{aligned} & \text { US } \\ & 111.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 17.1 \end{aligned}$ | DE 8.3 | 170.3 |
|  | (110813) Potato starch, \$0-2 | US 22.6 | $\begin{aligned} & \text { PE } \\ & 10.3 \end{aligned}$ | ID 8.5 | 78.4 |
|  | (110900) Wheat gluten, \$1-2 | $\begin{aligned} & \mathrm{HU} \\ & 11.5 \end{aligned}$ | 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, \$01 | $\begin{aligned} & \mathrm{CO} \\ & 130.7 \end{aligned}$ | $\begin{aligned} & \text { MA } \\ & 46.8 \end{aligned}$ | $\begin{aligned} & \text { ES } \\ & 31.1 \end{aligned}$ | 486.4 |
|  | (150420) Fish oils except liver, not chemically modified, \$1-19 | $\begin{aligned} & \mathrm{NO} \\ & 144.6 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 45.6 \end{aligned}$ | $\begin{aligned} & \text { KR } \\ & 30.9 \end{aligned}$ | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters \& lye, \$0-0 | $\begin{aligned} & C N \\ & 229.3 \end{aligned}$ | $\begin{aligned} & \mathrm{IN} \\ & 12.4 \end{aligned}$ | DK 11 | 261.1 |



|  | (190230) Pasta except uncooked or stuffed, \$3-7 | US 37.5 | $\begin{aligned} & \text { FR } \\ & 14.7 \end{aligned}$ | 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 | $\begin{aligned} & \text { JP } \\ & 49.4 \end{aligned}$ | $\begin{aligned} & \mathrm{BR} \\ & 49.4 \end{aligned}$ | 620.0 |
|  | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | $\begin{aligned} & \text { US } \\ & 141.2 \end{aligned}$ | AU 6.3 | JP 2.7 | 159.8 |
|  | (200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3 | IT 38.4 | $\begin{aligned} & \text { US } \\ & 34.3 \end{aligned}$ | AL $12.4$ | 145.1 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | ES 54.3 | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
| Beverages, spirits and vinegar | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \mathrm{DE} \\ & 57.3 \end{aligned}$ | 390.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2I, \$0-2 | FR 40.1 | $\begin{aligned} & \text { RU } \\ & 32.6 \end{aligned}$ | LV 8.9 | 89.9 |
| Residues, wastes of food industry, animal fodder | (230990) Animal feed preparations nes, \$4-9 | ES 50.4 | $\begin{aligned} & \mathrm{IN} \\ & 37.4 \end{aligned}$ | $\begin{aligned} & \text { PL } \\ & 15.9 \end{aligned}$ | 199.7 |
|  | (230320) Beet-pulp, bagasse \& other waste of sugar manufacture, \$0-0 | $\begin{aligned} & \text { MA } \\ & 31.8 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 31.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 18.2 \end{aligned}$ | 145.3 |
|  | (230690) Vegetable oil-cake and other solid residues nes, \$0-5 | YE 25.9 | $\begin{aligned} & \text { IN } \\ & 14.2 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 13.8 \end{aligned}$ | 70.6 |
| Tobacco and manufactured tobacco substitutes | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | $\begin{aligned} & \text { US } \\ & 1071.6 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 1216.1 |

## Zimbabwe

## Basic statistics

| Current diversification (number of <br> products) | 2,431 | Potential new products more complex <br> (percentage) | 72 |
| :--- | :--- | :--- | :--- | :--- |
| Potential new products | 4,051 | Export opportunity in more complex products <br> (percentage) | 42 |
| Potential new products more complex <br> than the country's average | 2,935 | Import replacement opportunity in more <br> 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 | 6 |
| Optical, photo, technical, medical, etc apparatus |  |
| 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 product nes | 16 |
| Cereals | 15 |


| 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 |
|  | 8 |

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

By countries

| Country | Percent |
| :--- | :--- |
| USA | 12 |
| China | 10 |
| Germany | 6 |
| United Kingdom | China, Hong Kong SAR |
| 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 <br> compounds with unfused <br> pyridine ring, nes,  <br> $\$ 25-354$  | US <br> 671.9 | ES 265 | $\begin{aligned} & \text { DE } \\ & 106.8 \end{aligned}$ | 1408.6 |
|  | (290121) Ethylene, \$0-6 | $\begin{aligned} & \text { BE } \\ & 646.9 \end{aligned}$ | NL $163.6$ | $\begin{aligned} & \text { DE } \\ & 59.9 \end{aligned}$ | 969.3 |
|  | (293490) Heterocyclic compounds, nes, $\$ 0-25$ | $\begin{aligned} & \mathrm{IN} \\ & 298.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 228.1 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 131 \end{aligned}$ | 896.3 |
|  | (293390) Heterocyclic compounds with N -heteroatom(s) only, ne, \$23-278 | AE 102 | $\begin{aligned} & \text { US } \\ & 100.8 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 86.8 \end{aligned}$ | 811.0 |
|  | (293490) Heterocyclic compounds, nes, $\$ 326-777$ | $\begin{aligned} & \text { DE } \\ & 165.8 \end{aligned}$ | $\begin{aligned} & \mathrm{RU} \\ & 152.6 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 117.7 \end{aligned}$ | 711.5 |
| Pharmaceutical products | (300220) Vaccines, human use, \$154-845 | $\begin{aligned} & \text { BE } \\ & 2807 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 136.5 \end{aligned}$ | 3846.7 |
|  | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | $\begin{aligned} & \text { RU } \\ & 81.3 \end{aligned}$ | $\begin{aligned} & \text { VN } \\ & 40.9 \end{aligned}$ | 789.0 |
|  | (300431) Insulin, in dosage, \$99-344 | $\begin{aligned} & C N \\ & 253.2 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 81.2 \end{aligned}$ | $\begin{aligned} & \mathrm{RO} \\ & 44.5 \end{aligned}$ | 728.8 |



|  | (481091) Paper, multi-ply, clay coated, nes, \$0-1 | $\begin{aligned} & D E \\ & 136.5 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 72.6 \end{aligned}$ | TR 57 | 475.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (481139) Paper, coated, impregnated, covered with plastics, ne, \$2-5 | TH 42.1 | $\begin{aligned} & \text { CA } \\ & 41.9 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 40.7 \end{aligned}$ | 414.9 |
| Iron and steel | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-0 | $\begin{aligned} & \text { FR } \\ & 787.5 \end{aligned}$ | ES 180 | $\begin{aligned} & \text { BE } \\ & 108.3 \end{aligned}$ | 1826.6 |
|  | (721049) Flat rolled iron or nonalloy steel, coated with zinc, width >600mm, ne, \$0-1 | $\begin{aligned} & \text { TH } \\ & 558.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 485.6 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 161.7 \end{aligned}$ | 1586.8 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}$, t $>10 \mathrm{~mm}$, nes, \$0-1 | KR <br> 571.3 | $\begin{aligned} & \mathrm{NL} \\ & 248.9 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 128.4 \end{aligned}$ | 1397.4 |
|  | (720824) Hot rolled iron or nonalloy steel, coil, width >600mm, t <3mm thick, ne, \$0-0 | $\begin{aligned} & \text { VN } \\ & 655.6 \end{aligned}$ | JP 268 | $\begin{aligned} & \mathrm{PH} \\ & 69.7 \end{aligned}$ | 1370.0 |
|  | (720842) Hot rolled iron or nonalloy steel, flat, width $>600 \mathrm{~mm}, \mathrm{t}$ >10mm, nes, \$0-0 | $\begin{aligned} & \text { VN } \\ & 261.3 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 171.3 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 165.6 \end{aligned}$ | 1220.9 |
| Articles of iron or steel | (730820) Towers and lattice masts, iron or steel, \$1-7 | US 266 | $\begin{aligned} & \text { PH } \\ & 107.1 \end{aligned}$ | $\begin{aligned} & \text { LA } \\ & 68.2 \end{aligned}$ | 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 | $\begin{aligned} & \text { EG } \\ & 340.1 \end{aligned}$ | $\begin{aligned} & \text { CA } \\ & 30.2 \end{aligned}$ | NO 12 | 471.8 |
|  | (730410) Pipes, line, iron or steel, for oil or gas pipelines, \$01 | AE $171.9$ | $\begin{aligned} & \text { VN } \\ & 65.1 \end{aligned}$ | $\begin{aligned} & \mathrm{CO} \\ & 34.4 \end{aligned}$ | 449.3 |
|  | (730810) Bridges and bridge sections, iron or steel, \$2-7 | $\begin{aligned} & \text { LK } \\ & 128.4 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 66.1 \end{aligned}$ | $\begin{aligned} & \text { ZM } \\ & 48.9 \end{aligned}$ | 390.1 |
| Machinery \& mech appliance etc | (840734) Engines, sparkignition reciprocating, over 1000 cc, \$2464-5288 | $\begin{aligned} & \text { CA } \\ & 3149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 1818.5 \end{aligned}$ | $\begin{aligned} & \mathrm{HU} \\ & 350.2 \end{aligned}$ | 6099.7 |


|  | (840734) Engines, sparkignition reciprocating, over 1000 cc, \$582-2464 | US $1239.3$ | $\begin{aligned} & \text { FR } \\ & 460.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 179.3 \end{aligned}$ | 2916.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (847989) Machines and mechanical appliances nes, \$2729-6609 | JP $178.9$ | AE $171.9$ | $\begin{aligned} & \text { IT } \\ & 148.4 \end{aligned}$ | 1135.4 |
|  | (842810) Lifts and skip hoists, \$10135-20661 | $\begin{aligned} & R U \\ & 278.1 \end{aligned}$ | $\begin{aligned} & \text { SG } \\ & 55.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 43.4 \end{aligned}$ | 848.3 |
|  | (848071) Moulds, injection \& compression, for rubber or plasti, \$18-94 | $\begin{aligned} & \text { TH } \\ & 196.8 \end{aligned}$ | $\begin{aligned} & C Z \\ & 160.8 \end{aligned}$ | $\begin{aligned} & \text { IN } \\ & 96.4 \end{aligned}$ | 823.2 |
| Electrical, electronic equipment | (854290) Parts of electronic integrated circuits etc, \$415947 | $\begin{aligned} & \text { TH } \\ & 2040.7 \end{aligned}$ | $\begin{aligned} & \text { MY } \\ & 301.3 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 75.9 \end{aligned}$ | 2481.0 |
|  | (854511) Carbon and graphite furnace electrodes, \$0-5 | $\begin{aligned} & R U \\ & 155.3 \end{aligned}$ | IT 64.9 | $\begin{aligned} & \mathrm{IN} \\ & 61.5 \end{aligned}$ | 712.3 |
|  | (851671) Electric coffee or tea makers, domestic, \$31-240 | $\begin{aligned} & \mathrm{NL} \\ & 156.5 \end{aligned}$ | $\begin{aligned} & \text { US } \\ & 126.2 \end{aligned}$ | PL 98 | 666.8 |
|  | (851632) Electro-thermic <br> hairdressing apparatus, nes,  <br> $\$ 0-13$  | $\begin{aligned} & \text { US } \\ & 313.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 71.8 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 38.6 \end{aligned}$ | 553.5 |
|  | (850590) Electro-magnets nes and parts of magnetic devices, \$0-20 | $\begin{aligned} & \text { US } \\ & 383.4 \end{aligned}$ | FR 70 | $\begin{aligned} & \text { DE } \\ & 34.6 \end{aligned}$ | 532.9 |
| Optical, photo, technical, medical, etc apparatus | (901839) Needles, catheters, cannulae etc, (medical), \$0-28 | $\begin{aligned} & \text { US } \\ & 1319.4 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 444.9 \end{aligned}$ | $\begin{aligned} & \text { TH } \\ & 61.5 \end{aligned}$ | 1964.2 |
|  | (901390) Parts and  <br> accessories of optical <br> appliances nes,   <br> \$683-1534   | $\begin{aligned} & \mathrm{CN} \\ & 1211.5 \end{aligned}$ | KR 44 | $\begin{aligned} & \text { GB } \\ & 17.3 \end{aligned}$ | 1325.9 |
|  | (902111) Artificial joints, \$3461061 | $\begin{aligned} & \text { US } \\ & 311.2 \end{aligned}$ | $\begin{aligned} & \text { CH } \\ & 261.6 \end{aligned}$ | $\begin{aligned} & \text { NL } \\ & 213.6 \end{aligned}$ | 1206.8 |
|  | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | $\begin{aligned} & \text { DE } \\ & 668.3 \end{aligned}$ | $\begin{aligned} & \text { JP } \\ & 115.7 \end{aligned}$ | $\begin{aligned} & K R \\ & 88.2 \end{aligned}$ | 1011.2 |
|  | (902211) Medical X-ray apparatus, \$4661-51451 | $\begin{aligned} & \text { US } \\ & 233.5 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 123.5 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 101.9 \end{aligned}$ | 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 (USD million) |  | markets | Export opportunity (USD million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \#1 | \#2 | \#3 |  |
| Meat and edible meat offal | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | $\begin{aligned} & \text { AT } \\ & 213.7 \end{aligned}$ | JP $129.5$ | $\begin{aligned} & \mathrm{RO} \\ & 110.1 \end{aligned}$ | 1216.6 |
|  | (020649) Swine edible offal, frozen except livers, \$0-1 | $\begin{aligned} & H K \\ & 293.8 \end{aligned}$ | $\begin{aligned} & V N \\ & 39.3 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 16.7 \end{aligned}$ | 391.1 |
|  | (021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12 | DK 32 | $\begin{aligned} & \text { GB } \\ & 14.3 \end{aligned}$ | $\begin{aligned} & \text { FR } \\ & 13.1 \end{aligned}$ | 87.0 |
|  | (021090) Meat and edible meat offal cured, flours, meals nes, \$2-12 | $\begin{aligned} & \text { GB } \\ & 18.2 \end{aligned}$ | HR 4 | IT 1.9 | 35.5 |
|  | (020321) Swine carcasses and half carcasses, frozen, \$2-5 | $\begin{aligned} & H K \\ & 16.6 \end{aligned}$ | $\begin{aligned} & \text { DO } \\ & 2.7 \end{aligned}$ | $\begin{aligned} & \mathrm{MO} \\ & 2.4 \end{aligned}$ | 27.6 |
| Dairy products, eggs, honey, edible animal product nes | (040210) Milk powder < 1.5\% fat, \$2-3 | $\begin{aligned} & \text { CN } \\ & 286.7 \end{aligned}$ | $\begin{aligned} & \text { PH } \\ & 252.3 \end{aligned}$ | $\begin{aligned} & \text { ID } \\ & 143.6 \end{aligned}$ | 1495.9 |
|  | (040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3 | $\begin{aligned} & R U \\ & 145.1 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 67.8 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 48.8 \end{aligned}$ | 396.6 |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6 | $\begin{aligned} & \text { DE } \\ & 61.3 \end{aligned}$ | $\begin{aligned} & \text { IT } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 45.9 \end{aligned}$ | 393.7 |
|  | (040410) Whey, \$0-2 | IE 58.8 | $\begin{aligned} & \text { PH } \\ & 51.9 \end{aligned}$ | $\begin{aligned} & \mathrm{CN} \\ & 44.2 \end{aligned}$ | 376.4 |
|  | (040310) Yogurt, \$1-4 | $\begin{aligned} & \text { GB } \\ & 168.6 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \mathrm{FI} \\ & 29.2 \end{aligned}$ | 336.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080212) Almonds,fresh or dried, shelled, \$6-9 | $\begin{aligned} & \text { IT } \\ & 236.4 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 172.7 \end{aligned}$ | $\begin{aligned} & \text { AE } \\ & 93.8 \end{aligned}$ | 1082.5 |
|  | (080250) Pistachios, fresh or dried, \$7-19 | $\begin{aligned} & H K \\ & 478.7 \end{aligned}$ | $\begin{aligned} & \text { TR } \\ & 95.8 \end{aligned}$ | ES 34 | 835.6 |




|  | (170210) Lactose and lactose syrup, \$1-5 | IE 21.2 | $\begin{aligned} & \text { IN } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \mathrm{BE} \\ & 13.4 \end{aligned}$ | 184.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (170230) Glucose, glucose syrup < 20\% fructose, \$0-2 | DE 35 | $\begin{aligned} & \text { US } \\ & 15.4 \end{aligned}$ | $\begin{aligned} & \text { FI } \\ & 10.7 \end{aligned}$ | 121.0 |
|  | (170220) Maple sugar and maple syrup, \$3-10 | $\begin{aligned} & \text { US } \\ & 17.6 \end{aligned}$ | NL 5.8 | $\begin{aligned} & \text { DE } \\ & 5.5 \end{aligned}$ | 48.3 |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10 | $\begin{aligned} & \text { DK } \\ & 19.7 \end{aligned}$ | $\begin{aligned} & \text { SA } \\ & 5.3 \end{aligned}$ | 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 | $\begin{aligned} & C N \\ & 32.5 \end{aligned}$ | $\begin{aligned} & \text { HK } \\ & 10.3 \end{aligned}$ | 203.1 |
|  | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | AE 12.6 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | NL 9.4 | 79.0 |
|  | (190220) Stuffed pasta, \$2-5 | GB 20 | $\begin{aligned} & \text { US } \\ & 10.2 \end{aligned}$ | PL 7.4 | 77.0 |
|  | (190520) Gingerbread and the like, \$2-6 | $\begin{aligned} & \text { US } \\ & 26.8 \end{aligned}$ | BE 8.1 | $\begin{aligned} & \text { DE } \\ & 7.1 \end{aligned}$ | 58.7 |
|  | (190510) Crispbread, \$2-6 | NL 15.6 | $\begin{aligned} & \text { IT } \\ & 11.9 \end{aligned}$ | $\begin{aligned} & \text { DK } \\ & 5.3 \end{aligned}$ | 56.9 |
| Vegetable, fruit, nut, etc food preparations | (200830) Citrus fruits, otherwise prepared or preserved, \$1-4 | US 227 | $\begin{aligned} & \text { DE } \\ & 24.4 \end{aligned}$ | $\begin{aligned} & \text { GB } \\ & 22.3 \end{aligned}$ | 332.6 |
|  | (200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, $\$ 0-2$ | $\begin{aligned} & \text { GB } \\ & 244.9 \end{aligned}$ | $\begin{aligned} & C Z \\ & 6.7 \end{aligned}$ | BE 5.1 | 282.1 |
|  | (200820) Pineapples, otherwise prepared or preserved, \$1-2 | US <br> 141.2 | $\begin{aligned} & \text { AU } \\ & 6.3 \end{aligned}$ | JP 2.7 | 159.8 |
|  | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2 | ES 54.3 | $\begin{aligned} & \text { DE } \\ & 13.9 \end{aligned}$ | JP 3.3 | 108.2 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2 | $\begin{aligned} & \text { CA } \\ & 18.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 14.1 \end{aligned}$ | NL 7.2 | 75.4 |


| Miscellaneous edible preparations | (210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17 | $\begin{aligned} & \text { US } \\ & 52.6 \end{aligned}$ | $\begin{aligned} & \mathrm{NL} \\ & 15.4 \end{aligned}$ | KR 5.7 | 115.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (210210) Yeasts, active, \$2-17 | LK 10.4 | $\begin{aligned} & \text { US } \\ & 9.8 \end{aligned}$ | 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 | $\begin{aligned} & \text { US } \\ & 10.8 \end{aligned}$ | NL 8.9 | $\begin{aligned} & \text { HK } \\ & 6.1 \end{aligned}$ | 56.5 |
|  | (210120) Tea and mate extracts, essences and concentrates, \$20-46 | NL 36.9 | PH 3 | $\begin{aligned} & \mathrm{EC} \\ & 2.6 \end{aligned}$ | 53.3 |
| Beverages, spirits and vinegar | (220820) Spirits obtained by distilling grape wine, grape marc, \$7-26 | $\begin{aligned} & \mathrm{CN} \\ & 1077.2 \end{aligned}$ | $\begin{aligned} & \text { RU } \\ & 149.7 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 131.3 \end{aligned}$ | 1996.8 |
|  | (220720) Ethyl alcohol and other spirits, denatured, \$0-2 | AE 91.8 | $\begin{aligned} & \text { GB } \\ & 68.6 \end{aligned}$ | $\begin{aligned} & \text { DE } \\ & 57.3 \end{aligned}$ | 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 <br> 1071.6 | $\begin{aligned} & \text { JP } \\ & 81.9 \end{aligned}$ | $\begin{aligned} & \text { RS } \\ & 20.6 \end{aligned}$ | 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 $B\left(\Phi_{A B}\right)$ 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 $P(A \mid B)$ of a country producing $A$ given that it produces $B$ and the conditional probability $P(B \mid A)$ of a country producing $B$ given that it produces $A$ :

$$
\begin{equation*}
\Phi_{A B}=\Phi_{B A}=\min (P(A \mid B), P(B \mid A)) \tag{1}
\end{equation*}
$$

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:

$$
\begin{array}{ll}
K_{c, N}= & \frac{1}{K_{c, 0}} \sum_{p} M_{c p} K_{p, N-1} \\
\text { (Generalized measure of diversification) } \\
K_{p, N}=\frac{1}{K_{p, 0}} \sum_{c} M_{c p} K_{c, N-1} & \\
\text { (Generalized measure of ubiquity) } \tag{3}
\end{array}
$$

Where $M_{c p}$ 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 ( $P C O M P$ ) is taken as the normalized value of the $K_{p}$ value of the $5^{\text {th }}$ iteration of the method of reflections:

$$
\begin{equation*}
P C O M P=\frac{K p 5-<K p 5>}{s d(K p 5)} \tag{4}
\end{equation*}
$$

Where $<K_{p 5}>$ is the mean and $s d\left(K_{p 5}\right)$ is the standard deviation of the distribution of $K_{p 5}$. The $K_{p 5}$ 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 $5^{\text {th }}$ 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 $(X O P)$ 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:

$$
\begin{equation*}
X O P=\sum_{i} G_{i s d}^{t 0, t 1} \times M^{2019} \tag{5}
\end{equation*}
$$

Where $M^{20119}$ is the total imports by all countries in all products in year 2019, and $G_{i s d}^{t 0, t 1}$ is the growth in the global share of imports $m$ of industry $i$ in country $d$ in the period between t0 (2018) and $t 1$ (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:

$$
G_{i s d}^{t 0, t 1}=\frac{m_{i d}^{t 1}}{M^{t 1}}-\frac{m_{i d}^{t 0}}{M^{t 0}} \text { if } \Phi_{i j}>85 \% \text { for some product } j \text { in the country's existing product mix and }
$$

$\frac{m_{i d}^{t 1}}{M^{t 1}}>\frac{m_{i d}^{t 0}}{M^{t 0}}$, and zero otherwise.

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.

## Reference

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