# Spain

## **Basic statistics**

| Current diversification (number of products)                   | 23,321 | Potential new products more complex (percentage)                     | 81 |
|--|--------|--|----|
| Potential new products   | 273    | Export opportunity in more complex products (percentage)             | 64 |
| Potential new products more complex than the country's average | 222    | Import replacement opportunity in more complex products (percentage) | 45 |

## Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

| Product  | Percent |
|--|---------|
| Ores, slag and ash                                     | 35      |
| Organic chemicals                                      | 15      |
| Machinery & mech appliance etc                         | 10      |
| Electrical, electronic equipment                       | 4       |
| Inorganic chemicals, precious metal compound, isotopes | 4       |
| Pearls, precious stones, metals, coins, etc            | 4       |
| Iron and steel   | 4       |
| Plastics and articles thereof                          | 3       |
| Optical, photo, technical, medical, etc apparatus      | 3       |
| Articles of iron or steel                              | 2       |
| Sum of others with smaller share                       | 16      |

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

| By countries |
|--------------|
|--------------|

By regions



# 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 markets<br>(USD million) |             | Export<br>opportunity<br>(USD million) |        |
|--|--|--------------------------------------|-------------|--|--------|
|  |  | #1                                   | #2          | #3                                     |        |
| Ores, slag and ash   | (261690) Precious metal ores and concentrates except silver, \$1814-4314 | DE<br>863.7                          | GB<br>206.2 | DK 0                                   | 1069.9 |
| Inorganic chemicals,<br>precious metal<br>compound, isotopes | (280410) Hydrogen, \$0-0   | US<br>57.9                           | BE<br>27.9  | IE .7                                  | 87.0   |
|  | (282739) Chlorides of metals nes, \$496-<br>816                          | IE<br>10.1                           | FI 0        | KR 0                                   | 10.2   |
|  | (281129) Inorganic oxygen compounds of non-metals nes, \$88-394          | CN<br>2.9                            | JP .8       | IT .6                                  | 5.9    |
|  | (280450) Boron, tellurium, \$1140-2926                                   | KR 1.6                               | CN<br>1.4   | JP .3                                  | 3.4    |
|  | (284920) Silicon carbide, \$6-15   | DE .6                                | FR .3       | CZ .3                                  | 2.1    |
| Organic chemicals  | (291030) 1-chloro-2,3-<br>epoxypropane(epichlorohy-drin), \$0-1          | IN 81                                | KR<br>55.3  | US<br>25.9                             | 203.1  |
|  | (293229) Lactones, other than coumarins, \$126-301                       | BR 65                                | AT 3.2      | GT<br>2.7                              | 81.0   |

|   | (293229) Lactones, other than coumarins, \$301-465  | NL<br>13.8 | FR<br>11.1 | IE<br>7.2  | 50.6  |
|---|---|------------|------------|------------|-------|
|   | (290124) Buta-1, 3-diene and isoprene,<br>\$1-3   | CZ<br>31.7 | GB<br>1.4  | BE .9      | 34.2  |
|   | (291734) Orthophthalic acid esters, nes,<br>\$0-1   | BR 3       | EG 1.9     | HK<br>1.3  | 15.9  |
| Plastics and articles thereof                     | (390230) Propylene copolymers in primary forms, \$4-12  | SG<br>37.6 | DE<br>23.5 | AZ<br>7.7  | 82.9  |
|   | (392111) Sheet etc, cellular of polymers of styrene, \$29-89                                  | PH 3.4     | ID 1.3     | CN 1       | 7.5   |
|   | (392061) Sheet/film not cellular/reinf polycarbonates, \$43-63                                | MT .7      | US .6      | KZ .6      | 3.3   |
|   | (390330) Acrylonitrile-butadiene-styrene<br>(ABS) copolymers, \$9-46                          | SG .5      | LV .3      | IT .2      | 1.6   |
|   | (390450) Vinylidene chloride polymers in primary forms, \$322-537                             | FI 0       | AE 0       | DE 0       | 0.0   |
| Pearls, precious<br>stones, metals, coins,<br>etc | (711019) Platinum in semi-manufactured forms, \$31013-71353                                   | DE<br>39.5 | KR<br>37.7 | US<br>13.4 | 110.2 |
|   | (711510) Catalysts (form of wire cloth or grill) of platinum, \$47-6650                       | FR 8.1     | DK 3.2     | GB<br>2.4  | 17.1  |
|   | (710410) Piezo-electric quartz, \$14566-<br>29682   | DE .1      | RU 0       | ES 0       | 0.2   |
| Iron and steel                                    | (721633) Sections, H, iron or non-alloy<br>steel, nfw hot-roll/drawn/extruded > 80m,<br>\$1-1 | NG 10      | CN<br>5.6  | CD<br>3.2  | 33.7  |
|   | (721990) Rolled stainless steel sheet,<br>width > 600mm, nes, \$36-127                        | EG<br>13.3 | NG<br>6.4  | FR<br>1.9  | 31.3  |
|   | (720890) Hot rolled iron or non-alloy steel,<br>width >600mm, nes, \$16-107                   | EG<br>11.7 | IT 1.9     | CR<br>.1   | 13.9  |

|                                     | (721039) Flat rolled iron or non-alloy steel,<br>electro plate/zinc,w >600mm, nes, \$1-2 | MM<br>3.7   | EG 2.8     | KR<br>1.4 | 12.4  |
|-------------------------------------|--|-------------|------------|-----------|-------|
|                                     | (721733) Wire, iron or non-alloy steel, of base metal plated/coated nes, >0.6%C, \$10-30 | CN<br>8.4   | BR .2      | ES .1     | 9.1   |
| Articles of iron or steel           | (730640) Pipes and tubing, stainless steel, welded, \$39-59                              | SG<br>7.7   | SK 3.1     | IE<br>3.1 | 21.8  |
|                                     | (730640) Pipes and tubing, stainless steel, welded, \$59-229                             | JP 4.4      | US 3.8     | FI 1      | 12.9  |
|                                     | (730441) Stainless steel pipe or tubing, cold rolled, \$111-362                          | IN 3.8      | CH<br>1.8  | AZ 1      | 9.6   |
|                                     | (730210) Railway/tramway rails, iron or steel, \$14-69                                   | ID 5.9      | BE 1.1     | KW<br>.1  | 7.8   |
|                                     | (730439) Iron/non-alloy steel pipe or tubing, nes, \$13-21                               | KZ 2.9      | AO<br>1.1  | PH<br>.8  | 7.6   |
| Machinery & mech<br>appliance etc   | (847740) rubber or plastic vacuum<br>moulders, thermoformers, \$887159-<br>1620345       | CN<br>148.1 | HU<br>3.2  | UA 1      | 153.2 |
|                                     | (846011) Num controlled surface<br>grinders, accurate to 0.01mm, \$245766-<br>552562     | CN 33       | GB<br>1.7  | BR 1      | 40.0  |
|                                     | (845730) Multi-station transfer machines<br>for working metal, \$398331-500455           | CH<br>10.2  | CN<br>9.7  | PT<br>2.1 | 28.9  |
|                                     | (845590) Parts of metal rolling mills and rolls, \$71-162                                | IN 6.6      | JP 2.3     | BR<br>2.3 | 23.0  |
|                                     | (845521) Hot, or combination hot-cold metal rolling mills, \$0-448                       | ZA 9.9      |            |           | 9.9   |
| Electrical, electronic<br>equipment | (851531) Automatic electric plasma,<br>other arc welding equipmen, \$22350-<br>110176    | CN<br>28.7  | IN<br>10.9 | SG<br>3.5 | 51.4  |
|                                     | (853529) Automatic circuit breakers for voltage > 72.5 kV, \$126-168                     | KH 6        | NL 5.6     | DK<br>.3  | 12.4  |
|                                     |  |             |            |           |       |

|   | (853229) Electric capacitors, fixed, nes,<br>\$288-369                             | RO<br>3.1  | FR 1   | CN<br>.9  | 7.6  |
|---|--|------------|--------|-----------|------|
|   | (854099) Parts of electronic valve & tubes, except cathode ray, \$941-2301         | JP 2.3     | IN 1.3 | DE .9     | 7.3  |
|   | (853210) Fixed power capacitors (50/60<br>herz circuits), \$194-581                | MY<br>2.1  | Fl .6  | BR<br>.4  | 5.6  |
| Optical, photo,<br>technical, medical,<br>etc apparatus | (900290) Mounted lenses, prisms,<br>mirrors, optical elements nes, \$1833-<br>4151 | CN<br>44.6 | FR 3   | CH<br>1.9 | 58.1 |
|   | (901090) Parts and accessories for photo<br>laboratory equipment, \$477-1448       | TN 9       | KR 7.5 | CN<br>3.7 | 21.2 |
|   | (901010) Equipment for automatic development of photo film, \$226-13138            | KR 1.4     | VN 1.2 | CN<br>1.1 | 7.9  |
|   | (901790) Parts and accessories for drawing, etc instruments, \$426-1105            | CN<br>2.2  | JP 1.9 | PL .5     | 5.7  |
|   | (900729) Cinematographic projectors for film of >16 mm width, \$0-122              | GB<br>1.8  | CD .3  | SG<br>.2  | 2.9  |

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

| Product category                                       | (HS code) Product description, Top growing markets<br>unit price range (USD million) | Top growing markets<br>(USD million) |           | ts Export opportunity<br>(USD million) |      |
|--|--|--------------------------------------|-----------|--|------|
|  |  | #1                                   | #2        | #3                                     |      |
| Live animals   | (010519) Poultry, live except<br>domestic fowls, < 185 grams,<br>\$6-8               | CA .3                                | EG .1     | BR<br>.1                               | 0.5  |
| Meat and edible meat offal                             | (020423) Sheep cuts, boneless,<br>fresh or chilled, \$25-30                          | JP 0                                 | KH 0      | ME 0                                   | 0.0  |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030263) Coalfish, fresh or<br>chilled, whole, \$0-1                                 | DK<br>8.1                            | PL<br>3.3 | DE .5                                  | 12.9 |

|  | (030240) Herring, fresh or<br>chilled, whole, \$15-17           | UA 0  | MU 0 | CH 0 | 0.0 |
|--|---|-------|------|------|-----|
|  | (030741) Cuttle fish, squid, live,<br>fresh or chilled, \$50-89 | LC 0  | HK 0 | MV 0 | 0.0 |
|  | (030331) Halibut, frozen, whole,<br>\$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,<br>unprepared, \$12-27           | GB 0  | ID 0 | MY 0 | 0.0 |
|  | (120730) Castor oil seeds, \$8-21                               | AU 0  | RO 0 | SG 0 | 0.0 |