

Guam

Basic statistics

Current diversification (number of products)	483	Potential new products more complex (percentage)	68
Potential new products	3,099	Export opportunity in more complex products (percentage)	28
Potential new products more complex than the country's average	2,114	Import replacement opportunity in more complex products (percentage)	.

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Plastics and articles thereof	11
Electrical, electronic equipment	11
Optical, photo, technical, medical, etc apparatus	5
Paper & paperboard, articles of pulp, paper and board	4
Articles of iron or steel	4
Organic chemicals	3
Iron and steel	3
Articles of apparel, accessories, knit or crochet	2
Articles of apparel, accessories, not knit or crochet	2
Sum of others with smaller share	43

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

By countries

Country	Percent
USA	16
France	8
China	5
Germany	5
United Kingdom	4
Netherlands	3
Japan	3
Russian Federation	3
India	3
Thailand	3
Others	28

By regions

Region	Percent
Asia	33
Western Europe	21
Northern America	17
Eastern Europe	8
Northern Europe	7
Southern Europe	6
South America	3

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Dairy products, eggs, honey, edible animal products	18
Edible fruit, nuts, peel of citrus fruit, melons	17
Vegetable, fruit, nut, etc food preparations	12

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Cereal, flour, starch, milk preparations and products	11
Cocoa and cocoa preparations	9
Animal,vegetable fats and oils, cleavage products, etc	8
Sugars and sugar confectionery	4
Miscellaneous edible preparations	4
Live trees, plants, bulbs, roots, cut flowers etc	3
Cereals	3
Edible vegetables and certain roots and tubers	3
Meat, fish and seafood food preparations nes	2
Beverages, spirits and vinegar	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Sum of others with smaller share	3

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

By countries

Country	Percent
USA	11
United Kingdom	9
Russian Federation	8
Germany	7
France	6

By regions

Region	Percent
Asia	32
Western Europe	19
Eastern Europe	13
Northern America	13
Northern Europe	12

Netherlands	4	Southern Europe	5
China	4		
China, Hong Kong SAR	4		
United Arab Emirates	4		
Japan	3		
Others	26		

Potential new products for diversification

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

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Organic chemicals	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89	DE 234.9	US 113.1	GB 82.4	616.4
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(294190) Antibiotics nes, in bulk, \$62-401	IN 112.6	JP 42.9	RU 36.2	443.9
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7

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	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481091) Paper, multi-ply, clay coated, nes, \$0-1	DE 136.5	CA 72.6	TR 57	475.1
Articles of apparel, accessories, knit or crochet	(610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12	JP 207.4	US 80.2	FR 44.1	377.0
	(611130) Babies garments, accessories of synthetic fibres, kni, \$21-51	US 260.1	ES 16.5	GB 6	302.6
	(610822) Womens, girls briefs or panties, manmade fibre, knit, \$0-2	KR 81.7	AT 49	RU 37.5	275.6
	(610831) Womens, girls nightdress or pyjamas, of cotton, knit, \$4-12	FR 87	JP 49.5	AE 40.4	244.1
	(611693) Gloves, mittens or mitts, nes, synthetic fibres, knit, \$17-63	US 214.3	NL 5.6	BE 2	237.3
Articles of apparel, accessories, not knit or crochet	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0

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	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
	(620610) Womens, girls blouses & shirts, of silk, not knit, \$37-136	US 110.3	FR 67	GB 44.8	274.4
	(620113) Mens, boys overcoats of manmade fibres, not knit, \$0-32	KR 80.8	RU 48	IT 18	274.3
	(620333) Mens, boys jackets, blazers, synthetic fibre, not kni, \$0-24	KR 117.8	AT 42.2	US 17.7	254.5
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	TH 347.6	JP 205.1	BE 133.5	1065.9
	(721420) Bar/rod, iron or non-alloy steel, indented or twisted, nes, \$0-1	BO 128.9	GB 103	CA 96.8	1037.5
	(720922) Cold rolled iron or non-alloy steel, coil, width >600mm, t 1-3mm, nes, \$0-0	JP 154.1	TH 77.2	MY 60.2	479.5
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes, iron/steel, non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

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Machinery & mech appliance etc	(842951) Front end shovel loaders, \$27366-72431	FR 443.6	RU 233.1	US 207.4	1552.2
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(841850) Refrigerator/freezer chests/cabinets/showcases, \$450-1594	FR 439.5	PL 54	AU 31.4	905.4
	(842810) Lifts and skip hoists, \$10135- 20661	RU 278.1	SG 55.5	FR 43.4	848.3
Electrical, electronic equipment	(851290) Parts of cycle & vehicle light, signal, etc equipment, \$0-14	US 1677.9	FR 98.9	DE 62	1985.9
	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850720) Lead-acid electric accumulators except for vehicles, \$62- 181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2
	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6

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	(902750) Instruments nes using optical radiations, \$304-5957	CN 561.8	US 80.9	SG 42.1	770.6
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Potential new agri-business products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040120) Milk not concentrated nor sweetened 1-6% fat, \$0-1	FR 118.2	CN 109.9	RU 90.1	504.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots),nes, \$0-1	DK 156.3	FR 143.7	IE 22.6	408.5
	(060220) Trees, edible fruit or nut, shrubs and bushes, \$2-4	RU 36.5	PE 17	IN 8.1	105.1
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$0-3	GB 32.5	FR 24.4	RU 2.3	69.5
	(060491) Foliage,branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
	(060210) Cuttings and slips, not rooted, \$0-0	US 26	NL 16.5	CA 3.4	50.4
Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

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	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(071310) Peas dried, shelled, \$0-1	GB 13	BR 10.3	LK 9.7	72.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
Edible fruit, nuts, peel of citrus fruit, melons	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(080620) Grapes, dried, \$1-4	GB 163.5	DE 81.2	NL 58.7	529.7
	(080920) Cherries, fresh, \$2-7	HK 199.4	CN 129.1	VN 15.3	462.7
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8	IT 1.2	PL .7	DK .5	5.0

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Animal,vegetable fats and oils, cleavage products, etc	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-0	MY 283.7	NL 195.4	IT 65.9	558.0
	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations nes	(160420) Fish prepared or preserved, except whole, in pieces, \$3-7	US 59.9	JP 57	AU 22.8	256.9
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170490) Sugar confectionery not chewing gum, no cocoa content, \$7-14	CN 36.3	FR 19.6	FI 18.5	137.1
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
Cocoa and cocoa preparations	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$0-4	FR 206	GB 79.4	BE 78.7	646.4
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4

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	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180690) Chocolate/cocoa food preparations nes, \$11-22	ID 31.7	FI 24.7	ES 12.2	120.7
Cereal, flour, starch, milk preparations and products	(190190) Malt extract & limited cocoa pastrycooks products nes, \$1-4	TH 119.8	US 89.3	SN 65.7	668.0
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
Vegetable, fruit, nut, etc food preparations	(200410) Potatoes, prepared, frozen, \$0-2	SA 56	JP 49.4	BR 49.4	620.0
	(200210) Tomatoes, whole/pieces, prepared/preserved, no vinega, \$0-2	GB 244.9	CZ 6.7	BE 5.1	282.1
	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4

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	(210210) Yeasts, active, \$0-2	FR 36.5	US 11.2	MA 7.4	115.7
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
	(210420) Homogenised composite food preparations, \$2-8	US 12.5	KZ 6.8	PL 3.6	43.9
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220600) Fermented beverages nes (eg cider, perry, mead, etc), \$0-1	RU 43.9	GB 30.9	BW 13.7	133.4
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8