

## Kazakhstan

### Basic statistics

Current diversification (number of products)	5,668	Potential new products more complex (percentage)	78
Potential new products	3,631	Export opportunity in more complex products (percentage)	59
Potential new products more complex than the country's average	2,832	Import replacement opportunity in more complex products (percentage)	54

### Potential new sectors for diversification (All products)

#### Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	14
Organic chemicals	11
Electrical, electronic equipment	7
Optical, photo, technical, medical, etc apparatus	7
Plastics and articles thereof	5
Vehicles other than railway, tramway	5
Iron and steel	5
Inorganic chemicals, precious metal compound, isotopes	3
Miscellaneous chemical products	3
Meat and edible meat offal	3
Sum of others with smaller share	37

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

By countries

Country	Percent
USA	11
China	11
Germany	6
France	5
United Kingdom	4
Canada	4
Italy	4
Thailand	3
Japan	3
India	3
Rep. of Korea	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	15
Southern Europe	8
Northern Europe	7
Eastern Europe	7
South America	3

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Meat and edible meat offal	33

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Animal,vegetable fats and oils, cleavage products, etc	8
Tobacco and manufactured tobacco substitutes	7
Edible fruit, nuts, peel of citrus fruit, melons	7
Dairy products, eggs, honey, edible animal product nes	7
Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Cereal, flour, starch, milk preparations and products	6
Vegetable, fruit, nut, etc food preparations	5
Meat, fish and seafood food preparations nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Residues, wastes of food industry, animal fodder	3
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Beverages, spirits and vinegar	2
Sugars and sugar confectionery	2
Sum of others with smaller share	5

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

By countries

Country	Percent
China	24
USA	15
Japan	5

By regions

Region	Percent
Asia	44
Northern America	18
Western Europe	12

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United Kingdom	4	Northern Europe	11
China, Hong Kong SAR	4	Southern Europe	5
Germany	3	Eastern Europe	4
Netherlands	3		
Italy	3		
Others	19		

### Potential new products for diversification

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

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020442) Sheep cuts, bone in, frozen, \$5-12	SA 19.8	JP 11.1	NL 9.6	90.1
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1

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	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(282520) Lithium oxide and hydroxide, \$12-38	JP 402.5	KR 161.6	ES 3.5	581.8
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381512) Supported catalysts, precious metal based, \$204-452	CZ 229.1	SG 130.1	DE 65	701.5
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381800) Chemical element/compound wafers doped for electronic, \$743-1791	SG 317	JP 54	US 52.5	504.2

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Plastics and articles thereof	(390230) Propylene copolymers in primary forms, \$0-1	CN 741.4	NL 88.1	IT 85.1	1132.3
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$2-6	US 111.7	NL 87	ES 68.7	636.4
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(392119) Sheet etc, cellular of plastics nes, \$52-171	US 262	KR 63.9	FR 28.4	404.0
Iron and steel	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
	(720821) Hot rolled iron or non-alloy steel, coil,width >600mm, t >10mm, nes, \$0-0	SA 90.4	JP 56	TR 40.9	438.8
	(722790) Bar/rod, alloy steel nes, irregularly wound coils, \$0-1	TH 296.4	IL 46.7	VN 20	397.6
Machinery & mech appliance etc	(840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288	CA 3149.7	DE 1818.5	HU 350.2	6099.7
	(845710) Machining centres, for working metal, \$140463-293222	CN 918.4	US 219	HU 44.5	1327.6
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4

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	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(842911) Bulldozers and angledozers, crawler type, \$49187-176728	RU 261.4	SA 83.1	JP 40.3	598.4
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850910) Domestic vacuum cleaners, \$158-297	AU 170	IT 93.4	HK 34.9	486.6
Vehicles other than railway, tramway	(870331) Automobiles, diesel engine of <1500 cc, \$16275-32659	IT 1372.2	BE 715.6	PT 419.8	3740.6
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(870422) Diesel powered trucks weighing 5-20 tonnes, \$52514-103973	GB 577.9	CA 173.6	IE 145.2	1180.6
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(871639) Trailers nes for the transport of goods, \$24033-54458	GB 148.2	CA 137.8	ES 67.4	533.2
Optical, photo, technical, medical, etc apparatus	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902130) Artificial body parts, aids and appliances, etc, \$1093-2367	DE 668.3	JP 115.7	KR 88.2	1011.2

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	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2
	(902111) Artificial joints, \$1061-2135	FR 315.8	CH 165.9	GB 101.2	809.7

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

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		#1	#2	#3	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
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	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020442) Sheep cuts, bone in, frozen, \$5-12	SA 19.8	JP 11.1	NL 9.6	90.1
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$7-12	FI 263.3	US 69.4	CN 67.8	687.5
	(030371) Sardines,brisling,sprats, frozen, whole, \$0-2	TH 48.4	CI 10.2	PH 9.4	120.4
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9



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	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
Dairy products, eggs, honey, edible animal products	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
Edible fruit, nuts, peel of citrus fruit, melons	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(080231) Walnuts in shell, fresh or dried, \$2-6	IT 30	IN 20.8	VN 14.5	99.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110412) Oats, rolled or flaked grains, \$0-2	US 111.6	VN 17.1	DE 8.3	170.3
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9

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	(110812) Maize (corn) starch, \$0-1	DE 9.7	BE 6.1	NL 5.3	56.1
	(110311) Wheat meal, \$1-3	NG 4.2	PL 2.3	US .6	7.8
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(121300) Cereal straw & husks, unprepared, \$0-0	SA 11.6	KR 6.5	PS 3.1	36.7
Animal,vegetable fats and oils, cleavage products, etc	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15	US 111.1	CA 30.3	DE 16.7	183.4
	(160100) Sausages, similar products of meat, meat offal & bloo, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5

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	(160231) Turkey meat, offal prepared or preserved, except live, \$3-7	AT 10	SK 3.3	SA 3.1	34.1
	(160416) Anchovies, prepared or preserved, not minced, \$7-16	GB 10.5	ES 8.7	DE 4.2	28.6
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170112) Raw sugar, beet, \$0-2	KE 7.6	FR 2.2	MU 1.9	14.2
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190220) Stuffed pasta, \$2-5	GB 20	US 10.2	PL 7.4	77.0
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1

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	(200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2	CA 18.7	DE 14.1	NL 7.2	75.4
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
Tobacco and manufactured tobacco substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1