

## Saint Lucia

### Basic statistics

Current diversification (number of products)	1,096	Potential new products more complex (percentage)	75
Potential new products	3,621	Export opportunity in more complex products (percentage)	43
Potential new products more complex than the country's average	2,722	Import replacement opportunity in more complex products (percentage)	41

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

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	11
Electrical, electronic equipment	9
Plastics and articles thereof	9
Optical, photo, technical, medical, etc apparatus	6
Organic chemicals	5
Iron and steel	5
Articles of iron or steel	4
Paper & paperboard, articles of pulp, paper and board	4
Wood and articles of wood, wood charcoal	2
Miscellaneous chemical products	2
Sum of others with smaller share	43

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

By countries

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

By regions

Region	Percent
Asia	36
Western Europe	19
Northern America	16
Eastern Europe	7
Northern Europe	7
Southern Europe	6
South America	3

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Dairy products, eggs, honey, edible animal product nes	21
Edible fruit, nuts, peel of citrus fruit, melons	14

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Vegetable, fruit, nut, etc food preparations	7
Beverages, spirits and vinegar	7
Meat and edible meat offal	6
Cocoa and cocoa preparations	6
Cereal, flour, starch, milk preparations and products	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5
Animal,vegetable fats and oils, cleavage products, etc	5
Meat, fish and seafood food preparations nes	4
Miscellaneous edible preparations	4
Edible vegetables and certain roots and tubers	3
Sugars and sugar confectionery	2
Cereals	2
Sum of others with smaller share	7

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

#### By countries

Country	Percent
USA	13
Germany	9
China	7
France	7

#### By regions

Region	Percent
Asia	32
Western Europe	23
Northern America	15
Northern Europe	12

## Catalogue of Diversification Opportunities 2022

United Kingdom	7	Eastern Europe	10
Russian Federation	6	Southern Europe	4
Netherlands	4		
Japan	4		
United Arab Emirates	3		
Others	23		

### Potential new products for diversification

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

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
Miscellaneous chemical products	(381800) Chemical element/compound wafers doped for electronic, \$45-743	TH 316.9	CN 298.1	PH 76.1	846.8
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1

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	(380830) Herbicides, sprouting and growth regulators, \$4-18	TH 185.5	ES 103.4	IT 53.1	708.3
	(381519) Supported catalysts, except nickel or precious metal, \$5-28	KR 126.6	QA 94	NL 47	605.2
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
Plastics and articles thereof	(390110) Polyethylene - specific gravity <0.94 in primary form, \$1-1	SG 1067.1	CN 508.3	EG 226.5	2620.5
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390690) Acrylic polymers nes, in primary forms, \$0-1	FR 334.1	NL 198.2	ES 191.5	1294.5
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
Wood and articles of wood, wood charcoal	(440710) Lumber, coniferous (softwood) thickness < 6 mm, \$0-202	US 3499.8	IT 574.8	CN 351.4	4988.3
	(441010) Particle board of wood, \$0-0	US 1396.3	BE 83.7	FR 63.8	1692.2
	(441119) Fibreboard >0.8 g/cm <sup>2</sup> worked/surface covered, \$0-1	VN 29.8	GB 26	NL 22.7	275.0
	(441010) Particle board of wood, \$0-1	NL 76.3	TJ 28.4	PE 20.2	251.2
	(441520) Wooden pallets, box pallets and load boards, \$0-7	AT 111.4	BE 26	RO 17.5	233.1
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480252) Paper, fine, woodfree, 40 - 150 g/m <sup>2</sup> , uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6

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	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-0	FR 129.1	IN 110	LK 92	886.1
	(480411) Paper, Kraftliner, unbleached, uncoated, \$0-0	CN 235.1	IT 170.7	TR 64.5	571.5
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-1	TH 558.3	JP 485.6	IT 161.7	1586.8
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1	KR 571.3	NL 248.9	IN 128.4	1397.4
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0	VN 655.6	JP 268	PH 69.7	1370.0
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
Articles of iron or steel	(730420) Casings, tubing and drill pipe, for oil drilling, \$1-9	NO 196.5	IN 120.9	KW 116.3	973.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37	US 629.5	KZ 5.6	NL 4.8	677.7
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730660) Hollow profiles/tubes,iron/steel,non-circular, welded, \$0-0	FR 301.7	SG 37.8	MM 18.6	490.0

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Machinery & mech appliance etc	(840820) Engines, diesel, for motor vehicles, \$771-6587	BE 701.9	AT 433	PT 416.2	3241.6
	(841199) Parts of gas turbine engines except turbo-jet/prop, \$0-56	US 839	FR 196.5	HU 96.1	1522.1
	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(847989) Machines and mechanical appliances nes, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
Electrical, electronic equipment	(852990) Parts for radio/tv transmit/receive equipment, nes, \$231-527	CN 1820.1	HK 799.3	DE 391.7	3322.1
	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(851140) Starter motors, \$40-349	US 1191.8	CN 144	CA 143.6	1673.4
	(850720) Lead-acid electric accumulators except for vehicles, \$62-181	RU 212.5	DE 203.9	US 177.6	1322.0
	(850980) Domestic appliances, with electric motor, nes, \$0-24	US 375.4	NL 255.7	DE 120.6	1072.4
Optical, photo, technical, medical, etc apparatus	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3

Catalogue of Diversification Opportunities 2022

	(902140) Hearing aids, except parts and accessories, \$85-242	FR 373.8	NL 146.2	GB 114.7	872.6
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Potential new agri-business products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Meat and edible meat offal	(020741) Fowl cuts & offal, domestic, except livers, frozen, \$0-2	CN 728.8	SA 167.4	JP 111.3	1720.9
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
	(021090) Meat and edible meat offal cured, flours, meals nes, \$2-12	GB 18.2	HR 4	IT 1.9	35.5
	(020743) Duck, goose, guinea fowl cuts, offal not liver, froze, \$3-10	HK 9.6	TH 2.5	AT 2.3	20.6
	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$0-4	IT 8.9	GB 2.1	PT .8	16.5
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040210) Milk powder < 1.5% fat, \$2-3	CN 286.7	PH 252.3	ID 143.6	1495.9
	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6



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Edible vegetables and certain roots and tubers	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5
	(070951) Mushrooms, fresh or chilled, \$0-3	FR 96.8	IE 17	NL 12.9	210.7
	(071340) Lentils dried, shelled, \$0-1	EG 38.5	ET 35.1	GB 15.3	114.1
	(070519) Lettuce, fresh or chilled except cabbage lettuce, \$1-4	CA 33.1	DE 7.4	IT 6.4	99.5
	(070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3	PL 21.3	DE 18.1	US 4.3	63.1
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(081010) Strawberries, fresh, \$2-7	US 293.1	GB 18.6	NL 18.2	427.7
	(080410) Dates, fresh or dried, \$1-6	AE 317.2	NL 22.5	GB 20.5	406.2
Cereals	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120600) Sunflower seeds, \$0-4	AE 33.2	EG 28.6	US 13.2	153.2

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	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preps ne, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151219) Sunflower or safflower oil,fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151410) Canola, rape, colza or mustard oil, crude, \$0-2	SE 52.8	CN 38.1	DK 29.6	155.7
	(150910) Olive oil, virgin, \$3-8	CH 47.1	JP 32.4	CN 9.7	117.1
Meat, fish and seafood food preparations nes	(160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6	JP 140.7	NL 48.3	IE 39.7	480.1
	(160520) Shrimps and prawns, prepared or preserved, \$7-15	DK 168.6	JP 92.5	CN 38	395.7
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
	(160413) Sardine, brisling, sprat prepared/preserved,not mince, \$2-6	JP 23.1	AO 8.5	NL 5.6	99.9
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$0-0	FR 85.8	VN 30.1	US 12.4	195.7
	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2

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	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
Cocoa and cocoa preparations	(180620) Chocolate and other food preps containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$0-2	US 59.1	ES 36.1	FR 34.1	250.0
	(180610) Cocoa powder, sweetened, \$0-2	FR 26.6	CN 5.3	MY 3.6	47.1
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$1-3	US 50.4	ES 24.6	GB 22.1	233.7
	(190190) Malt extract & limited cocoa pastrycooks products nes, \$4-8	NL 91.7	CN 32.5	HK 10.3	203.1
	(190120) Mixes and doughs for bread, pastry, biscuits, etc., \$0-1	FR 43.7	NL 36.2	CA 27	202.2
Vegetable, fruit, nut, etc food preparations	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9

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	(200970) Apple juice not fermented or spirited, \$0-0	DE 137.1	FR 86.1	DK 14.4	264.3
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200490) Vegetables nes and mixtures, prepared, frozen, \$1-4	JP 32.4	US 22.9	GB 14.8	136.9
Miscellaneous edible preparations	(210500) Ice cream and other edible ice, \$0-2	GB 86.7	FR 32.9	ES 32.4	259.1
	(210500) Ice cream and other edible ice, \$2-5	CZ 23.4	GR 18	CN 14.8	176.4
	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210110) Coffee extracts, essences, concentrates, preparations, \$14-28	EC 19.8	CL 16.6	NL 15.6	133.6
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$2-17	US 52.6	NL 15.4	KR 5.7	115.1
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$0-1	DE 407.8	GB 375	NL 336.6	1714.8
	(220720) Ethyl alcohol and other spirits, denatured, \$0-2	AE 91.8	GB 68.6	DE 57.3	390.9
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1	PT 2.5	NL 1	HU .8	9.8