

Poland

Basic statistics

Current diversification (number of products)	19,515	Potential new products more complex (percentage)	88
Potential new products	370	Export opportunity in more complex products (percentage)	66
Potential new products more complex than the country's average	326	Import replacement opportunity in more 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
USA	14
China	10
Germany	9
France	7
India	5
Switzerland	4
Canada	4
Italy	3
Japan	3
China, Hong Kong SAR	3
Others	23

By regions

Region	Percent
Asia	36
Western Europe	25
Northern America	18
Southern Europe	5
Northern Europe	5
South America	3
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
Edible fruit, nuts, peel of citrus fruit, melons	44
Sugars and sugar confectionery	37
Meat and edible meat offal	12

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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

Country	Percent
France	20
Germany	15
Egypt	11
Ireland	11
Belgium	7
USA	6
Denmark	4
China	4
Togo	3
Others	6

By regions

Region	Percent
Western Europe	45
Northern Europe	18
Northern Africa	11
Asia	11
Northern America	6
Sub-Saharan Africa	3
Eastern 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	(284330) Gold compounds, \$527-23971	AE 42.4	CZ 21	PL 6.1	91.0
	(284990) Carbides except calcium and silicon, \$21-73	US 27.7	NL 14.8	IL 4.3	50.3
	(281820) Aluminium oxide, except artificial corundum, \$16-25	BE 14.1	SA 11	CN 4.2	34.5
	(282760) Iodides and iodide oxides of metals, \$0-24	CN 11.4	BR 3.1	CA 2.4	24.7
	(282570) Molybdenum oxides and hydroxides, \$60-125	SG 20.4	CH 0	TH 0	20.5
Organic chemicals	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
	(294110) Penicillins, derivatives, in bulk, salts, \$31-123	TH 23.7	BE 16.4	CO 6.7	83.7
	(291830) Carboxylic acids (aldehyde, ketone function), derivs, \$10-87	DE 15.8	ES 12.1	CH 9.6	58.9
	(293410) Heterocyclic compounds with an unfused thiazole ring, \$246-563	DE 27.7	CA 4.5	FR 3.9	45.0
	(290729) Polyphenols nes, \$0-7	IN 14.9	JP 5.4	FR 5.4	37.7
Miscellaneous chemical products	(381519) Supported catalysts, except nickel or precious metal, \$15066+	FI 54	SA 17.9		71.9

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	(381121) Lubricating oil additives with petroleum, bitumen oil, \$6-12	CN 20.7	NG 10.3	CH 2.8	49.2
	(380992) Finishing agents & dye carriers - paper industry, \$4-8	CN 8.7	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	BE 30.1	KR 16.8	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	HU 11.1	CZ 6.5	NG 4.5	32.9
	(391690) Monofilament(>1mm), rods,not ethylene or vinyl polyme, \$44-61	JP 9.5	CR 3.8	DE 2.4	20.7
	(392030) Sheet/film not cellular/reinf polymers of styrene, \$25-85	GB 6.9	US 6.1	IT 4.2	17.7
Glass and glassware	(702000) Articles of glass, nes, \$82-118	DE 84.8	FR 7.6	RO 2.7	97.9
	(700719) Safety glass, toughened (tempered), non-vehicle use, \$310-790	FI 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, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(721933) Cold rolled stainless steel, w >600mm, t 1.0-3.0 mm, \$3-5	CN 17.1	IT 15.6	CH 2.9	46.9

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	(722220) Stainless steel bar nfw than cold formed/cold finishe, \$16-21	CH 10.2	FR 9	BR 4.4	34.2
	(721932) Cold rolled stainless steel, w >600mm, t 3.0-4.75mm, \$6-15	KR 14.5	JP 2.9	AT 2.1	22.6
	(722710) Bar/rod, of high speed steel, irregular coils, \$14-32	CN 6.3	JM 2.1	GY .4	9.0
Machinery & mech appliance etc	(842240) Packing or wrapping machinery nes, \$66673-180950	CN 129.9	CA 54.7	AU 39.4	282.2
	(845530) Rolls for metal rolling mills, \$470-13299	IN 62.3	US 56	CA 21.9	201.4
	(841861) Compression refrigeration equipment with heat exchang, \$2431-4337	CH 117.3	NO 27.4	MY 1.1	150.0
	(843840) Brewery machinery, \$307-18148	PH 54.3	US 17.9	MZ 8.9	101.0
	(846011) Num controlled surface grinders, accurate to 0.01mm, \$2355-80567	TH 19.2	JP 17.6	VN 11	87.0
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9
	(854020) Television camera tubes and other photo-cathode tubes, \$197-2008	US 76.4	GR 17	GB 7.8	112.8
	(850980) Domestic appliances, with electric motor, nes, \$48-77	EG 23	CA 11.6	CN 7.6	53.0
	(854049) Microwave tubes, except magnetron/klystron, \$20014-49489	FR 22.9	CA 9.6	GB 7.8	46.7
	(850910) Domestic vacuum cleaners, \$366-813	DE 12	CZ 5.2	SG 5	35.3
Vehicles other than railway, tramway	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7

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	(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	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(900110) Optical fibres, except for telecommunications, \$389-893	CN 53.7	FR 7.5	IT 3.5	75.1
	(902690) Parts of equipment to measure or check fluid variable, \$483-649	JP 42.1	CN 7.2	SE 4	62.8
	(901380) Optical devices, appliances and instruments, nes, \$274-671	AU 21.9	US 17.4	CN 3.4	46.5
	(901290) Parts and accessories for non-optical microscopes, et, \$911-2026	CN 13.7	JP 10.9	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	BE 3.9	ES 1.2	DE .7	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	GB .6	FR .3	BE .2	1.1
	(030541) Salmon, smoked, including fillets, \$69-109	HK .2	GB 0	SG 0	0.2
	(030231) Tuna(albacore,longfin) fresh or chilled, whole, \$38-114	GR 0	SK 0	VC 0	0.0

Catalogue of Diversification Opportunities 2022

	(030322) Salmon Atlantic or Danube, frozen, whole, \$33-51	PF 0	KW 0	VC 0	0.0
Dairy products, eggs, honey, edible animal products	(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, \$37845-63374	MY .1	BY .1	PY 0	0.2
Edible fruit, nuts, peel of citrus fruit, melons	(080250) Pistachios, fresh or dried, \$19-36	FR 12	EG 6.7	DE 6.6	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	US .3	NZ .1	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	IE 6.8	US 3.3	CN 2.6	19.4
	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7