

Qatar

Basic statistics

Current diversification (number of products)	4,515	Potential new products more complex (percentage)	76
Potential new products	3,828	Export opportunity in more complex products (percentage)	58
Potential new products more complex than the country's average	2,915	Import replacement opportunity in more complex products (percentage)	49

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	10
Organic chemicals	9
Pharmaceutical products	8
Iron and steel	7
Vehicles other than railway, tramway	7
Optical, photo, technical, medical, etc apparatus	5
Electrical, electronic equipment	5
Plastics and articles thereof	4
Articles of iron or steel	3
Miscellaneous chemical products	3
Sum of others with smaller share	40

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

By countries

Country	Percent
USA	11
China	9
Germany	8
France	5
United Kingdom	4
Italy	4
Netherlands	4
Thailand	4
Rep. of Korea	3
Japan	3
India	3
Belgium	3
Others	28

By regions

Region	Percent
Asia	36
Western Europe	22
Northern America	13
Northern Europe	8
Southern 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
Edible fruit, nuts, peel of citrus fruit, melons	13

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Cereals	13
Dairy products, eggs, honey, edible animal products	11
Residues, wastes of food industry, animal fodder	11
Meat and edible meat offal	8
Animal, vegetable fats and oils, cleavage products, etc	7
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	5
Tobacco and manufactured tobacco substitutes	4
Cereal, flour, starch, milk preparations and products	4
Meat, fish and seafood food preparations nes	4
Vegetable, fruit, nut, etc food preparations	4
Fish, crustaceans, molluscs, aquatic invertebrates nes	3
Milling products, malt, starches, inulin, wheat gluten	3
Sugars and sugar confectionery	2
Sum of others with smaller share	6

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

By countries

Country	Percent
USA	13
China	8
Germany	7

By regions

Region	Percent
Asia	36
Western Europe	17
Northern America	15

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China, Hong Kong SAR	5	Northern Europe	10
France	4	Southern Europe	8
Italy	4	Eastern Europe	5
Rep. of Korea	4	South America	3
United Kingdom	4	Oceania	3
Netherlands	3		
Viet Nam	3		
Japan	3		
Thailand	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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(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

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278	AE 102	US 100.8	NL 86.8	811.0
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$719-1702	DE 4992.3	IT 2612	CN 2233.9	16667.9
	(300220) Vaccines, human use, \$154-845	BE 2807	GB 261.6	VN 136.5	3846.7
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
	(300440) Alkaloids, derivs, no antibiotics, hormones, in dosag, \$36-261	RU 88.3	CA 29.3	ES 20.7	285.4
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(380820) Fungicides, packaged for retail sale, \$17-36	DE 254.9	BR 168	UA 94.7	810.1
	(380810) Insecticides, packaged for retail sale, \$28-63	BR 284.1	FR 98.3	IN 67.9	736.0
	(381590) Reaction initiators, accelerators, catalysts, nes, \$17-36	SA 214	CN 83.2	ID 54.3	483.6
	(380830) Herbicides, sprouting and growth regulators, \$18-39	IN 75.5	US 75.4	RO 58.1	461.8
Plastics and articles thereof	(390410) Polyvinyl chloride in primary forms, \$0-1	KW 218.2	IN 142.5	TR 101.4	1128.0
	(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

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	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390390) Polymers of styrene except SAN or ABS in primary form, \$0-1	CN 324.1	TR 39.3	FR 37.3	497.8
	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$0-2	FR 95.6	KR 56.9	US 56.2	377.2
Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, nes, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, nes, \$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
	(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
	(720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 3-4.75mm, nes, \$0-0	CN 591.4	IT 216.4	MK 32.1	985.9
Articles of iron or steel	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$1-2	RS 236.9	BG 208.4	US 165.6	1236.0
	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730810) Bridges and bridge sections, iron or steel, \$2-7	LK 128.4	PH 66.1	ZM 48.9	390.1

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Machinery & mech appliance etc	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(847780) rubber or plastic working machines, nes, \$395-20232	IN 223.1	US 149.1	PL 80.6	711.8
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(842720) Self-propelled works trucks, non-electric, \$0-12020	CA 431.8	NL 50.3	ES 44.8	659.1
	(848350) Flywheels and pulleys including pulley blocks, \$0-11	US 578.1	CN 3.9	UZ 2.1	590.7
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850230) Electric generating sets, nes, \$294-21862	PK 207.8	CA 83	NL 42.6	568.0
	(850780) Electric accumulators, nes, \$146-347	SE 145.6	BE 113.7	AU 52.2	485.1
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870120) Road tractors for semi- trailers (truck tractors), \$76646- 164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870423) Diesel powered trucks weighing > 20 tonnes, \$33584- 86409	RU 957.4	ES 249	FR 137.8	2148.8
	(870210) Diesel powered buses, \$16515-95900	PH 634.8	TH 199.9	EG 145.9	1549.8

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	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
Optical, photo, technical, medical, etc apparatus	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(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

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	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1

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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
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
Dairy products, eggs, honey, edible animal product nes	(040690) Cheese except fresh, grated, processed or blue-veined, \$8-14	FR 267	US 206.6	DE 75.8	745.8
	(040390) Buttermilk, curdled milk, cream, kephir, etc., \$1-3	RU 145.1	IT 67.8	GB 48.8	396.6
	(040610) Fresh cheese, unfermented whey cheese, curd, \$3-6	DE 61.3	IT 52.6	SA 45.9	393.7
	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
Edible fruit, nuts, peel of citrus fruit, melons	(080212) Almonds, fresh or dried, shelled, \$6-9	IT 236.4	NL 172.7	AE 93.8	1082.5
	(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
	(080222) Hazelnuts and filberts, fresh or dried, shelled, \$5-10	IT 276.8	DE 62	ES 15.6	444.8

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	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
Cereals	(100190) Wheat except durum wheat, and meslin, \$0-0	VN 503.4	LK 298.6	MA 152.2	2310.3
	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2
	(100630) Rice, semi-milled or wholly milled, \$1-3	SE 3.7	CN 3.5	US 2.3	25.6
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4
	(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, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
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
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5
	(120929) Seed, forage plants, for sowing nes, \$1-7	NL 4.6	DE 3.6	PL 2.8	32.1
	(120930) Seed, flower, for sowing, \$0-26	FR 6.4	CN 2.3	CA 1.6	20.5

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	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
Animal,vegetable fats and oils, cleavage products, etc	(150710) Soya-bean oil crude, whether or not degummed, \$0-1	CO 130.7	MA 46.8	ES 31.1	486.4
	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(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
	(150790) Refined soya-bean oil, not chemically modified, \$0-2	IN 54.7	SA 8.8	NZ 8.3	124.6
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
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8	US 33	GB 25.1	NL 23.1	187.2
	(160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15	US 111.1	CA 30.3	DE 16.7	183.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
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
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0

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	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10	DK 19.7	SA 5.3	KR 4.6	38.9
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
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190211) Uncooked egg pasta not stuffed or prepared, \$1-3	US 5.6	DE 5	BE 3.1	36.7
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
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3	IT 38.4	US 34.3	AL 12.4	145.1
	(200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$1-2	ES 54.3	DE 13.9	JP 3.3	108.2
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7	HK 16.4	US 9.1	TH 7.6	57.1
Residues, wastes of food industry, animal fodder	(230400) Soya-bean oil-cake and other solid residues, \$0-0	KR 637.7	AU 357.8	PH 337.5	2222.2
	(230640) Rape or colza seed oil-cake and other solid residues, \$0-0	CN 89	TH 58	ES 38.4	293.8

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	(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 tobacco manufactured substitutes	(240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173	US 1071.6	JP 81.9	RS 20.6	1216.1