

San Marino

Basic statistics

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|--|-------|--|----|
| Current diversification (number of products) | 1,630 | Potential new products more complex (percentage) | 65 |
| Potential new products | 4,604 | Export opportunity in more complex products (percentage) | 30 |
| Potential new products more complex than the country's average | 3,014 | 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 | 12 |
| Iron and steel | 7 |
| Pharmaceutical products | 7 |
| Organic chemicals | 7 |
| Electrical, electronic equipment | 7 |
| Plastics and articles thereof | 6 |
| Optical, photo, technical, medical, etc apparatus | 5 |
| Vehicles other than railway, tramway | 4 |
| Articles of iron or steel | 3 |
| Miscellaneous chemical products | 3 |
| Sum of others with smaller share | 39 |

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

By countries

| Country | Percent |
|----------------|---------|
| USA | 12 |
| China | 8 |
| Germany | 7 |
| France | 5 |
| Rep. of Korea | 4 |
| Italy | 4 |
| Netherlands | 4 |
| Japan | 4 |
| Thailand | 4 |
| United Kingdom | 3 |
| Canada | 3 |
| India | 3 |
| Others | 27 |

By regions

| Region | Percent |
|------------------|---------|
| Asia | 37 |
| Western Europe | 20 |
| Northern America | 15 |
| Northern Europe | 7 |
| Eastern Europe | 7 |
| Southern 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 | 17 |

Catalogue of Diversification Opportunities 2022

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

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

By countries

| Country | Percent |
|---------|---------|
| USA | 17 |
| Germany | 9 |
| China | 9 |

By regions

| Region | Percent |
|------------------|---------|
| Asia | 33 |
| Western Europe | 20 |
| Northern America | 18 |

Catalogue of Diversification Opportunities 2022

| | | | |
|----------------------|----|-----------------|----|
| United Kingdom | 6 | Northern Europe | 12 |
| Netherlands | 4 | Southern Europe | 7 |
| Italy | 4 | Eastern Europe | 5 |
| Rep. of Korea | 3 | | |
| United Arab Emirates | 3 | | |
| Japan | 3 | | |
| China, Hong Kong SAR | 3 | | |
| France | 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 |
| | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$23-278 | AE 102 | US 100.8 | NL 86.8 | 811.0 |

Catalogue of Diversification Opportunities 2022

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|---------------------------------|--|--------------|-------------|--------------|---------|
| | (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 |
| | (300420) Antibiotics nes, in dosage, \$466-1644 | US 781 | CH 482.5 | FR 91.6 | 1590.4 |
| | (300432) Adrenal cortical hormones, in dosage, \$55-219 | US 345 | RU 81.3 | VN 40.9 | 789.0 |
| | (300431) Insulin, in dosage, \$99-344 | CN 253.2 | DE 81.2 | RO 44.5 | 728.8 |
| | (300420) Antibiotics nes, in dosage, \$143-316 | BE 188.6 | DK 85.4 | FR 84.8 | 578.7 |
| 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 |
| | (380810) Insecticides, packaged for retail sale, \$28-63 | BR 284.1 | FR 98.3 | IN 67.9 | 736.0 |
| | (380830) Herbicides, sprouting and growth regulators, \$4-18 | TH 185.5 | ES 103.4 | IT 53.1 | 708.3 |
| | (381590) Reaction initiators, accelerators, catalysts, nes, \$4-17 | TH 392.4 | KR 164 | DE 19.7 | 680.3 |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1 | CN 741.4 | NL 88.1 | IT 85.1 | 1132.3 |
| | (390410) Polyvinyl chloride in primary forms, \$0-1 | KW 218.2 | IN 142.5 | TR 101.4 | 1128.0 |
| | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21 | CN 1009.9 | KR 45.1 | MY 30.7 | 1113.7 |

Catalogue of Diversification Opportunities 2022

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|--------------------------------|---|--------------|--------------|-------------|--------|
| | (390230) Propylene copolymers in primary forms, \$1-2 | ID 228.6 | JP 131.8 | MY 75.5 | 870.1 |
| | (390740) Polycarbonates, in primary forms, \$0-2 | CN 579.4 | ES 67.8 | RU 38.9 | 868.3 |
| 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 |
| | (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 |
| | (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 |
| 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 |
| | (732290) Non-electric heaters (with fan), parts, of iron/steel, \$10-37 | US 629.5 | KZ 5.6 | NL 4.8 | 677.7 |
| | (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 |
| 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 |

Catalogue of Diversification Opportunities 2022

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|--------------------------------------|--|--------------|-------------|-------------|--------|
| | (841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416 | ES 335.1 | NL 231.7 | FR 142.9 | 1287.3 |
| | (840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939 | ES 609.7 | FR 214.3 | TR 105.1 | 1260.9 |
| | (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 |
| 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 |
| | (854290) Parts of electronic integrated circuits etc, \$1258-3160 | IN 923.9 | HK 172.1 | FR 16.5 | 1148.8 |
| | (854511) Carbon and graphite furnace electrodes, \$0-5 | RU 155.3 | IT 64.9 | IN 61.5 | 712.3 |
| | (851671) Electric coffee or tea makers, domestic, \$31-240 | NL 156.5 | US 126.2 | PL 98 | 666.8 |
| Vehicles other than railway, tramway | (870120) Road tractors for semi-trailers (truck tractors), \$17940-76646 | PL 1140.1 | IT 683.2 | DE 528.7 | 5164.4 |
| | (870210) Diesel powered buses, \$16515-95900 | PH 634.8 | TH 199.9 | EG 145.9 | 1549.8 |
| | (870600) Motor vehicle chassis fitted with engine, \$2299-71767 | NG 387.2 | FR 87.5 | PH 68.5 | 884.4 |
| | (871639) Trailers nes for the transport of goods, \$24033-54458 | GB 148.2 | CA 137.8 | ES 67.4 | 533.2 |
| | (870190) Wheeled tractors nes, \$0-9592 | ES 57.4 | BE 39.3 | SE 34.1 | 389.6 |

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|---|---|--------------|-------------|------------|--------|
| 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 |
| | (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 |
| | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367 | DE 668.3 | JP 115.7 | KR 88.2 | 1011.2 |
| | (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 |
| | (020230) Bovine cuts boneless, frozen, \$0-3 | AE 321 | ID 238.5 | GB 161.8 | 930.1 |
| | (020220) Bovine cuts bone in, frozen, \$3-9 | CN 225.5 | KR 153.3 | AE 6.1 | 411.8 |
| | (020900) Pig and poultry fat, unrendered, \$0-1 | CN 148.7 | BE 14.1 | JP 13.8 | 271.3 |
| | (020721) Fowls, domestic, whole, frozen, \$1-2 | EG 95.7 | VN 13.3 | RU 12.4 | 211.7 |
| 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 |

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|---|--|-------------|-------------|-------------|--------|
| | (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 |
| | (030739) Mussels, frozen, dried, salted or in brine, \$3-8 | US 5.3 | AE .7 | CA .4 | 9.0 |
| Dairy products, eggs, honey, edible animal products | (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 |
| | (040310) Yogurt, \$1-4 | GB 168.6 | RU 32.5 | FI 29.2 | 336.6 |
| | (040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3 | CN 95.9 | GB 60.7 | RU 50.7 | 294.5 |
| 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 |
| | (080620) Grapes, dried, \$1-4 | GB 163.5 | DE 81.2 | NL 58.7 | 529.7 |
| | (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 |
| Cereals | (100300) Barley, \$0-0 | CN 210.4 | ES 155.8 | BE 104.1 | 771.1 |

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|--|---|-------------|-------------|------------|--------|
| | (100300) Barley, \$0-1 | DE 178.4 | JO 131.5 | QA 76 | 743.2 |
| | (100620) Rice, husked (brown), \$0-2 | KR 185.6 | NE 41.5 | IT 21.3 | 335.1 |
| | (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 |
| | (110412) Oats, rolled or flaked grains, \$0-2 | US 111.6 | VN 17.1 | DE 8.3 | 170.3 |
| | (110813) Potato starch, \$0-2 | US 22.6 | PE 10.3 | ID 8.5 | 78.4 |
| | (110520) Potato flakes, granules and pellets, \$0-1 | PL 12.5 | FR 11.8 | US 10 | 64.9 |
| | (110812) Maize (corn) starch, \$0-1 | DE 9.7 | BE 6.1 | NL 5.3 | 56.1 |
| 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 |
| | (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 |
| | (120810) Soya bean flour or meal, \$0-3 | AU 3.7 | SE 2.8 | CA 1.5 | 16.9 |
| | (120890) Flour or meal of oil seed, fruit, except mustard, soy, \$1-8 | IT 1.2 | PL .7 | DK .5 | 5.0 |
| 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 |

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|--|---|-------------|------------|------------|-------|
| | (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 |
| | (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, ofal, prepared, preserved not live, \$3-6 | JP 140.7 | NL 48.3 | IE 39.7 | 480.1 |
| | (160415) Mackerel, prepared or preserved, not minced, \$2-8 | JP 107.9 | TH 31.3 | NL 26.2 | 223.8 |
| | (160419) Fish nes, prepared or preserved, not minced, \$0-3 | FR 61 | IT 23 | CO 10 | 145.4 |
| | (160250) Bovine meat, ofal nes, not livers, prepared/preserve, \$3-8 | GB 47.1 | US 21.5 | PL 6.7 | 139.1 |
| | (160420) Fish prepared or preserved, except whole, in pieces, \$7-15 | CN 19.3 | FI 1.7 | MY 1.4 | 32.6 |
| 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 |
| | (170220) Maple sugar and maple syrup, \$3-10 | US 17.6 | NL 5.8 | DE 5.5 | 48.3 |
| | (170390) Molasses, except cane molasses, \$0-3 | US 6.9 | SA 2 | MY 1.8 | 16.2 |

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|---|--|----------|---------|---------|-------|
| 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 |
| | (190540) Rusks, toasted bread and similar toasted products, \$2-4 | AE 12.6 | US 10.2 | NL 9.4 | 79.0 |
| | (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 |
| 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 |
| | (200110) Cucumbers, gherkins, prepared or preserved by vinegar, \$0-2 | CA 18.7 | DE 14.1 | NL 7.2 | 75.4 |
| | (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 |
| | (220600) Fermented beverages (eg cider, perry, mead, etc), \$0-1 | RU 43.9 | GB 30.9 | BW 13.7 | 133.4 |
| | (220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6 | US 17.7 | ES 12.4 | UA 6.8 | 67.1 |

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|--|--|-----------|---------|---------|--------|
| | (220900) Vinegar and substitutes for vinegar from acetic acid, \$0-1 | PT 2.5 | NL 1 | HU .8 | 9.8 |
| 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 |