

**Export potential of Georgia's agro-food sector  
on the EU market:  
top-10 destinations for each of selected top-20 products**

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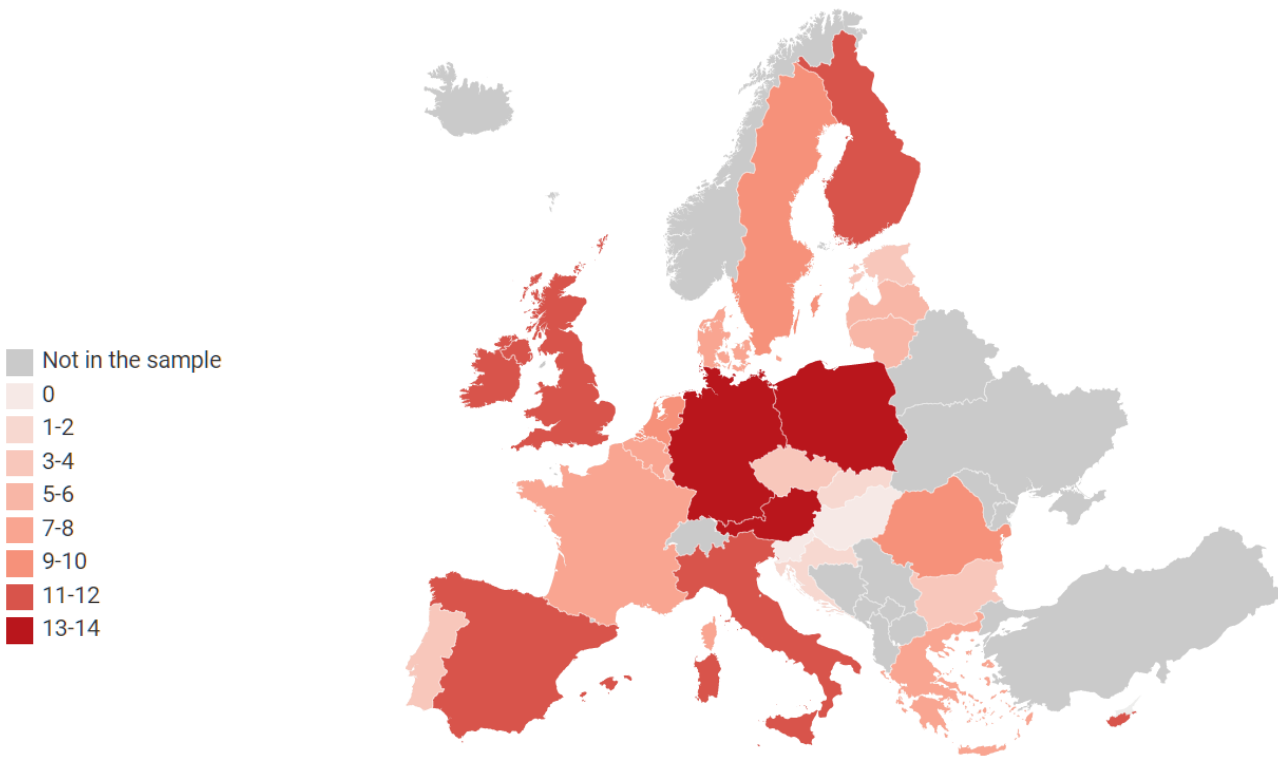
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## Explanatory note

- This technical note accompanies **PB/02/2019 “Export potential of Georgia’s agro-food sector on the EU market and other non-CIS countries”**
- Aim of PB/02/2019: identification of GEO agro-food products with the highest export potential on the EU market and other non-CIS countries
- Export potential assessment is done in two stages:
  - Stage I: Identification of top-20 products with the highest potential*
  - Stage II: Identification of top-10 importing countries for each of top-20 products*
- Here, we present **results of Stage II assessments for the EU market**

# EU member states ranked by the export potential for top-20 GEO agro-food products

Next 20 slides: 20 tables containing top-10 countries for each product



Source: own estimates

## HS 081040 “Fresh cranberries, blueberries, etc.”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	73	Netherlands	237	21%	3202	yes	yes
2	73	Germany	215	71%	3050	yes	yes
3	72	UK	338	4%	3545	yes	yes
4	68	Ireland	8	27%	3954	yes	yes
5	67	Austria	32	51%	2339	yes	yes
6	63	Spain	92	51%	4020	no	yes
7	63	Poland	29	32%	2140	yes	yes
8	62	Belgium	48	20%	3228	no	yes
9	62	Finland	5	45%	2456	yes	yes
10	61	Romania	4	151%	1546	yes	yes

Source: own estimates

## HS 151590 “Fixed vegetable fats and oils and their fractions”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	70	Germany	118	4%	3050	yes	yes
2	67	Romania	4	-31%	1546	yes	yes
3	65	Poland	31	33%	2140	no	yes
4	64	Czechia	6	21%	2510	no	yes
5	61	Lithuania	3	43%	2030	no	yes
6	61	Bulgaria	1	88%	1773	yes	yes
7	58	Netherlands	129	-2%	3202	yes	yes
8	57	Italy	60	27%	2665	no	yes
9	57	Latvia	2	27%	2247	no	yes
10	57	Greece	2	-20%	1843	yes	yes
10	57	Sweden	78	20%	2689	no	yes

Source: own estimates

## HS 080930 “Fresh peaches, incl. nectarines”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	69	Finland	12	25%	2456	yes	yes
2	68	Netherlands	79	33%	3202	yes	yes
3	64	Italy	106	13%	2665	no	yes
4	63	France	187	6%	3373	no	yes
5	63	Estonia	4	21%	2407	yes	yes
6	60	Germany	367	10%	3050	no	yes
7	58	UK	122	-8%	3545	no	yes
8	58	Lithuania	60	3%	2030	no	yes
9	57	Austria	36	0%	2339	no	yes
10	56	Poland	106	31%	2140	no	yes

Source: own estimates

## HS 070190 “Fresh or chilled potatoes (excl. seed)”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	65	Greece	62	27%	1843	no	yes
2	58	Belgium	426	8%	3228	no	yes
3	57	Spain	214	7%	4020	no	yes
4	57	Cyprus	0	55%	1237	yes	yes
5	54	Germany	203	7%	3050	no	yes
6	52	Latvia	6	31%	2247	no	yes
7	51	Estonia	2	83%	2407	no	yes
7	51	Ireland	35	-16%	3954	no	yes
9	50	Poland	28	-20%	2140	no	yes
10	49	Slovakia	26	-1%	2279	no	yes

Source: own estimates

## HS 230400 “Oilcake and other solid residues resulting from the extraction of soya-bean oil”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	64	Poland	885	8%	2140	yes	no
2	61	Cyprus	44	8%	1237	yes	no
3	58	Denmark	624	1%	2793	yes	no
4	53	Italy	777	5%	2665	yes	no
5	52	Austria	178	17%	2339	yes	no
6	52	Spain	874	8%	4020	yes	no
7	50	UK	732	-8%	3545	yes	no
8	50	Romania	192	46%	1546	yes	no
9	49	Lithuania	70	40%	2030	yes	no
10	47	Ireland	177	4%	3954	yes	no

Source: own estimates



## HS 170199 “Sugar and chemically pure sucrose, in solid form”\*

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	61	Cyprus	13	3%	1237	yes	61
2	61	Greece	193	24%	1843	yes	61
3	55	UK	297	39%	3545	no	55
4	51	Romania	72	6%	1546	no	51
5	50	Finland	33	43%	2456	no	50
6	50	Germany	317	-7%	3050	no	50
7	47	Sweden	25	12%	2689	no	47
8	45	Ireland	66	-13%	3954	no	45
9	44	France	197	-97%	3373	no	44
10	43	Bulgaria	98	-6%	1773	no	43

Source: own estimates, \* According to sectoral experts, export potential is not plausible

## HS 200990 “Mixtures of fruit juices and vegetable juices”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	76	Germany	178	125%	3050	no	yes
2	73	Austria	34	29%	2339	no	yes
3	64	Portugal	39	21%	4521	no	yes
4	60	Belgium	61	6%	3228	no	yes
5	59	Italy	18	16%	2665	no	yes
6	59	Sweden	35	20%	2689	no	yes
7	59	Ireland	25	26%	3954	no	yes
8	58	Denmark	31	47%	2793	no	yes
9	58	Finland	10	-3%	2456	no	yes
10	55	UK	254	-39%	3545	no	yes

Source: own estimates

## HS 200819 “Nuts and other seeds, incl. mixtures, prepared or preserved”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	76	Cyprus	3	13%	1237	yes	yes
2	76	Denmark	27	25%	2793	no	yes
3	75	Finland	25	-9%	2456	yes	yes
4	70	France	280	9%	3373	no	yes
5	70	Spain	60	25%	4020	no	yes
6	67	Luxembourg	6	-34%	3095	yes	yes
7	61	Poland	58	9%	2140	no	yes
8	60	Austria	123	-1%	2339	no	yes
9	45	Malta	0	0%	2690	no	yes

Source: own estimates

## HS 200799 “Jams, jellies, marmalades, purées or pastes of fruit, obtained by cooking”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	62	Greece	11	11%	1843	yes	yes
2	62	UK	162	30%	3545	no	yes
3	56	Austria	38	10%	2339	no	yes
4	54	Netherlands	126	12%	3202	no	yes
5	54	Germany	222	8%	3050	no	yes
6	53	Sweden	34	1%	2689	no	yes
7	52	Romania	10	31%	1546	no	yes
8	50	Finland	17	13%	2456	no	yes
8	50	Poland	18	4%	2140	no	yes
10	50	Portugal	21	23%	4521	no	yes

Source: own estimates

## HS 151211 “Crude sunflower-seed or safflower oil”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	72	Latvia	5	0	2247	no	yes
2	67	Denmark	4	0	2793	no	yes
3	65	Austria	13	0	2339	no	yes
4	63	Czechia	15	1	2510	no	yes
5	63	Ireland	10	1	3954	no	yes
6	61	Sweden	25	0	2689	no	yes
7	61	Belgium	144	0	3228	no	yes
8	60	Luxembourg	1	0	3095	no	yes
9	59	Finland	0	0	2456	no	yes
10	59	Romania	14	0	1546	no	yes

Source: own estimates

## HS 230630 “Oilcake and other solid residues resulting from the extraction of sunflower seeds”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	59	Netherlands	146	23%	3202	yes	no
2	54	France	205	6%	3373	no	no
3	53	UK	92	19%	3545	yes	no
4	51	Spain	125	26%	4020	no	no
5	51	Cyprus	7	7%	1237	yes	no
6	50	Italy	131	5%	2665	no	no
7	49	Austria	13	29%	2339	no	no
8	48	Latvia	8	2%	2247	no	no
9	48	Germany	97	47%	3050	no	no
10	43	Greece	9	-7%	1843	no	no

Source: own estimates

## HS 080810 “Fresh apples”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	61	Germany	680	31%	3050	yes	no
2	61	UK	471	35%	3545	yes	no
3	56	Ireland	76	1%	3954	yes	no
4	55	Belgium	149	16%	3228	yes	no
5	50	Netherlands	221	-2%	3202	yes	no
6	49	France	115	8%	3373	yes	no
7	45	Portugal	52	2%	4521	no	no
8	45	Spain	177	-18%	4020	no	no
9	44	Denmark	61	1%	2793	no	no
10	43	Finland	48	-1%	2456	yes	no

Source: own estimates

## HS 200989 “Juice of fruit or vegetables, unfermented”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	78	Netherlands	184	3%	3202	yes	yes
2	75	Austria	103	27%	2339	no	yes
3	72	France	106	2%	3373	yes	yes
4	70	Poland	29	58%	2140	no	yes
5	69	Germany	200	5%	3050	no	yes
6	65	Finland	7	32%	2456	yes	yes
7	62	Spain	30	41%	4020	no	yes
8	61	Czechia	10	-37%	2510	yes	yes
9	59	Italy	68	-14%	2665	no	yes
10	59	Cyprus	2	205%	1237	yes	yes

Source: own estimates



## HS 070200 “Tomatoes, fresh or chilled”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	65	Austria	94	0%	2339	no	yes
2	63	Germany	1491	0%	3050	no	yes
3	58	Romania	93	0%	1546	no	yes
4	58	Poland	202	2%	2140	no	yes
5	56	Ireland	56	3%	3954	no	yes
6	52	Belgium	145	0%	3228	no	yes
7	52	Cyprus	1	-44%	1237	yes	yes
8	51	Sweden	169	-12%	2689	no	yes
9	50	Spain	134	30%	4020	no	yes
10	48	Italy	156	12%	2665	no	yes

Source: own estimates

## HS 080232 “Fresh or dried walnuts, shelled”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	72	Germany	279	13%	3050	yes	yes
2	68	Poland	15	207%	2140	yes	yes
3	65	Netherlands	79	18%	3202	yes	yes
4	64	Spain	118	9%	4020	yes	yes
5	63	Belgium	23	16%	3228	yes	yes
6	63	Italy	69	14%	2665	yes	yes
7	61	Austria	46	41%	2339	yes	yes
8	60	UK	82	5%	3545	yes	yes
9	57	Lithuania	6	17%	2030	yes	yes
10	55	Estonia	2	34%	2407	yes	yes

Source: own estimates

## HS 200971 “Apple juice, unfermented, Brix value <= 20”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	75	Cyprus	0	38%	1237	yes	yes
2	71	Finland	4	14%	2456	no	yes
3	67	Lithuania	1	26%	2030	no	yes
4	66	Denmark	13	3%	2793	no	yes
5	65	Latvia	1	79%	2247	no	yes
6	55	Ireland	4	4%	3954	no	yes
7	52	Estonia	1	17%	2407	no	yes
8	50	Sweden	6	-56%	2689	no	yes
9	45	Luxembourg	2	-1%	3095	no	yes
10	44	Croatia	2	0%	2350	no	yes

Source: own estimates

## HS 110100 “Wheat or meslin flour”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	59	Ireland	86	4%	3954	no	no
2	54	Cyprus	3	-46%	1237	yes	no
3	54	UK	45	-29%	3545	no	no
4	54	Luxembourg	5	47%	3095	no	no
5	51	Spain	33	26%	4020	no	no
6	49	France	117	-1%	3373	no	no
7	49	Denmark	31	6%	2793	no	no
8	48	Sweden	14	20%	2689	no	no
9	46	Bulgaria	6	-8%	1773	no	no
10	45	Poland	22	10%	2140	no	no

Source: own estimates

## HS 200979 “Apple juice, unfermented, Brix value > 20”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	71	Greece	9	7%	1843	no	yes
2	64	Czechia	7	29%	2510	no	yes
3	62	Cyprus	4	8%	1237	yes	yes
4	61	Italy	16	54%	2665	no	yes
5	60	Sweden	18	34%	2689	no	yes
6	57	Romania	2	57%	1546	no	yes
7	55	Poland	84	24%	2140	no	yes
8	52	Finland	7	-17%	2456	no	yes
9	51	Bulgaria	1	19%	1773	no	yes
10	48	Austria	87	-9%	2339	no	yes

Source: own estimates

## HS 200939 “Single citrus fruit juice, unfermented, Brix value > 20”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	72	Germany	71	1%	3050	yes	yes
2	71	Austria	7	9%	2339	yes	yes
3	67	Poland	8	31%	2140	yes	yes
4	67	Italy	21	10%	2665	yes	yes
5	66	Spain	23	-32%	4020	yes	yes
6	57	Romania	3	81%	1546	no	yes
7	57	Netherlands	78	-14%	3202	yes	yes
8	57	Finland	1	46%	2456	yes	yes
9	56	Cyprus	0	3%	1237	yes	yes
10	56	UK	22	7%	3545	no	yes

Source: own estimates

## HS 100199 “Wheat and meslin”\*

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	56	Netherlands	934	6%	3202	no	no
2	55	Austria	178	9%	2339	no	no
3	51	Italy	1022	5%	2665	no	no
4	49	Latvia	91	-1%	2247	no	no
5	48	Greece	176	6%	1843	no	no
6	46	Poland	84	3%	2140	no	no
7	44	Belgium	589	14%	3228	no	no
8	44	Ireland	57	45%	3954	no	no
9	43	Romania	219	0%	1546	no	no
10	41	Spain	1085	0%	4020	no	no

Source: own estimates, \*According to sectoral experts, export potential is not plausible

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